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Keep Track of Your Power House and Cut Costs

Vol. 76

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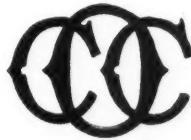
U. S. Department of Agriculture.

NATIONAL PROVISIONER

CHICAGO AND NEW YORK

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MARCH 26, 1927



OUR THIRTEENTH ANNIVERSARY

WE ARE justly proud of our progress and of a clientele whose confidence has made this advancement possible. In the future as in the past, we will use every human endeavor to merit this faith and loyalty.

OPPENHEIMER CASING Co.

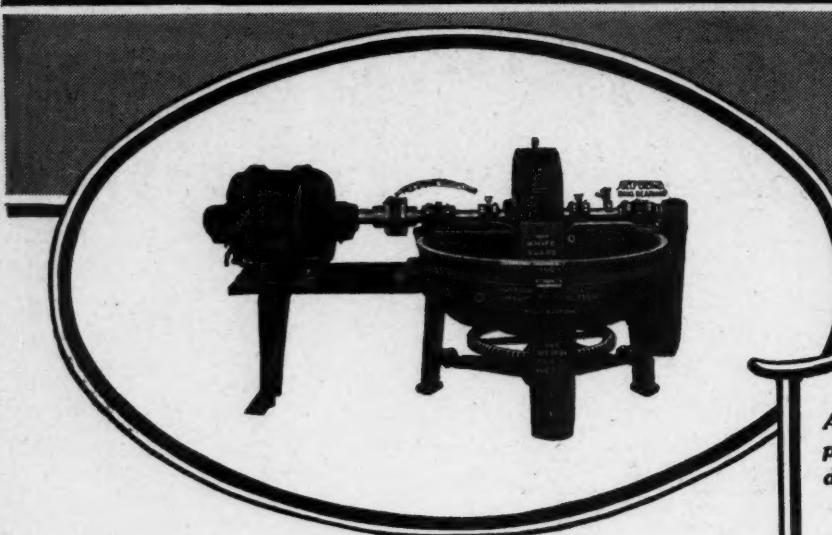
A handwritten signature in cursive script, appearing to read "Harry Oppenheimer".

PRESIDENT

CHICAGO NEW YORK TORONTO LONDON WELLINGTON
BUENOS AIRES HAMBURG TIENSIN SYDNEY

Factories and Agencies throughout the World

Thuringer Sausage — A Popular Product for Spring *See p. 30*



"BUFFALO"
*Silent
Cutter*

*A few expressions of
praise from among hun-
dreds received about the
"BUFFALO" Silent
Meat Cutter:*

The results we have obtained from your "BUFFALO" 43-B Silent Cutter have been so satisfactory that we have no hesitancy in recommending it as the best silent cutter on the market.

Omaha Sausage Co.,
Omaha, Neb.

We take much pleasure in stating that your 43-B Silent Cutter has given us every satisfaction. We experimented with other machines, but found after tests that it gave the utmost satisfaction and left nothing to be desired. We find we are saving at least 25 per cent of labor, and this is particularly important as we manufacture the best grade of kosher sausages.

Isaac Gellis, Inc.,
New York, N. Y.

We are pleased to say that our new 43-B Silent Cutter is doing its work in a satisfactory manner. We would not want to be without it.

Carl A. Weitz,
Somerville, Mass.

90% of the prominent sau-
sage makers in the United
States use "BUFFALO"
machines.

Greater Sausage Profits with a "BUFFALO" Silent Meat Cutter

Sausage makers tell us they make more money with a "BUFFALO" Silent Cutter because it cuts meat finer, without heating or mashing, enabling them to turn out a high quality product and get more money for it. At the same time, their operating costs are less, because the "BUFFALO" works faster, getting more work done in less time, and increases the yield.

All this results in two things every sausage maker wants—greater profits and satisfied customers.

JOHN E. SMITH'S SONS CO.
Patentees and Manufacturers

50 Broadway

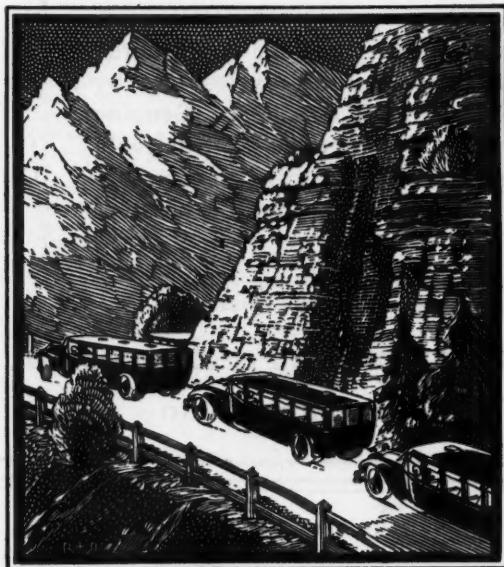
Buffalo, N. Y.

BUFFALO

SILENT
CUTTERS
GRINDERS
MIXERS
STUFFERS

Backed by 57 years experience building
quality sausage making machines

Bought by telephone \$360,000 worth of busses



THE USE OF LONG DISTANCE is rapidly on the increase. Products are being bought and sold, time and travel are being saved by long distance calls.

There is hardly any limit to the use of Long Distance. When some large order is wanted in a hurry, when travel means delay and expense. In any situation—buying, selling, negotiating—the man who goes by telephone arrives first. He can discuss all details as in a personal interview,

A CHARLESTON, WEST VIRGINIA, interurban railroad needed additional new equipment, quick. It telephoned a nationally known truck and coach company in Chicago for \$20,000 worth of busses. Speeding in over the same lines came a call from Montreal for new busses—\$40,000 worth. Long Distance rang again and Philadelphia placed an order—to the amount of \$300,000. Travel would have meant delay and expense—all used Long Distance!

and he can have shipment started at once. His business doesn't have to wait.

We suggest, now, that call across the state or nation that would get some important thing done. We believe you would be surprised if you knew how little it would cost. . . . *Number, please?*

BELL LONG DISTANCE SERVICE



WEST CARROLLTON

GENUINE VEGETABLE PARCHMENT



Odorless, tasteless, and moisture, grease and dirt proof.

WEST CARROLLTON
GENUINE VEGETABLE PARCHMENT
protects and helps sell choice
food products at little cost.

and

SINCLAIR

FIDELITY HAMS

A tasty product in a sanitary, appetizing package—the ideal combination for consumer acceptance.

The goodness put into Sinclair products at the packing plant is preserved to the retail counter exclusively by WEST CARROLLTON Genuine Vegetable Parchment. Attractively printed, the package suggests its contents to the consumer at the point of sale.

*Let us quote on YOUR wrappers
for meat and other food products*

The West Carrollton Parchment Co.

West Carrollton, Ohio



SHIPPERS of SAUSAGE need this unique container

Sausage shipped without ice; spoilage in transit no longer an item of loss; icing and re-icing costs eliminated—these are just a few of the advantages of Balsa Boxes, the remarkable containers for shipping perishable goods.

The wood from which these boxes are made is imported from tropical countries. Being composed of cells filled with air, in the place of usual wood-fibre, provides

complete insulation against heat and cold. It is lighter than cork, strong as pine, resilient as spruce. And as made into boxes, serves as a wooden "vacuum bottle" to protect your goods.

Balsa boxes are made in several convenient sizes or can be made up to suit your own specifications. Write to address below for details.

THE FLEISCHMANN TRANSPORTATION COMPANY

Balsa Box Department

695 Washington Street

— — —
New York City

Crane Oilgas Smoking System

Our prediction coming true—Merit recognized

Over forty-nine users and over seventy-three machines in operation at the present time, in ten different states

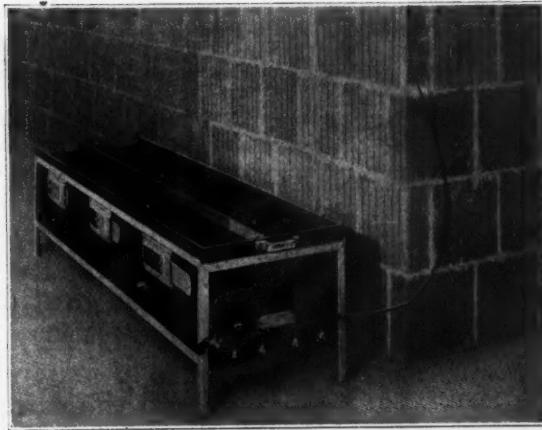
Mutual Sausage Co., Chicago, Ill.	4 Machines	Waldock Packing Co., Sandusky, O.	1 Machine
Herman Duntz, Chicago, Ill.	1 Machine	Leurens & Hartshorn, Ft. Wayne, Ind.	1 Machine
Jourdan Packing Co., Chicago, Ill.	4 Machines	Meier Pkg. Co., Indianapolis, Ind.	4 Machines
Home Made Sausage Co., Chicago, Ill.	1 Machine	Eunge & Sons, Fort Branch, Ind.	1 Machine
Lawndale Sausage Co., Chicago, Ill.	1 Machine	Superior Meat & Prov. Co., Gary, Ind.	2 Machines
Gabel Packing Co., Chicago, Ill.	1 Machine	Geo. Dorleth, Indianapolis, Ind.	1 Machine
United Butcher Pkg. Co., Chicago, Ill.	1 Machine	Kiss & Son, Detroit, Mich.	1 Machine
Milwaukee Sausage Co., Chicago, Ill.	2 Machines	C. A. Swope, Detroit, Mich.	1 Machine
Cicero Pkg. Co., Chicago, Ill.	1 Machine	J. A. Peters, Detroit, Mich.	1 Machine
Omaha Pkg. Co., Chicago, Ill.	1 Machine	Breiling Bros., Mt. Clemens, Mich.	1 Machine
Oscar Mayer & Co., Chicago, Ill.	1 Machine	C. M. Peet Pkg. Co., Chesaning, Mich.	2 Machines
Metzel Pkg. Co., Chicago, Ill.	1 Machine	Bay City Pkg. Co., Bay City, Mich.	1 Machine
E. Bucher Pkg. Co., Cairo, Ill.	2 Machines	Pastoor Bros., Grand Rapids, Mich.	1 Machine
Steidl Bros., Paris, Ill.	1 Machine	Field Pkg. Co., Owensboro, Ky.	3 Machines
Luer Bros. Pkg. & Ice Co., Alton, Ill.	2 Machines	Metzger Bros., Paducah, Ky.	1 Machine
Danzeisen Pkg. Co., Decatur, Ill.	1 Machine	Edw. Bees & Sons, Hazelton, Pa.	1 Machine
Wm. Fockes Sons, Dayton, Ohio.	2 Machines	Lamberts Market, Tamaqua, Pa.	1 Machine
Chas. Hunn, Chillicothe, Ohio.	1 Machine	Hertz Bros., Milton, Pa.	1 Machine
Sandusky Pkg. Co., Sandusky, Ohio.	1 Machine	C. Sauerbreit, Fond du Lac, Wis.	1 Machine
J. F. Schmidt Pkg. Co., Columbus, Ohio.	1 Machine	A. F. Schwahn & Sons, Eau Claire, Wis.	2 Machines
W. C. Bouth & Co., Logansport, Ind.	2 Machines	C. G. Richards & Sons, Muscatine, Iowa.	1 Machine
Huntington Pkg. Co., Huntington, Ind.	1 Machine	The Rath Pkg. Co., Waterloo, Iowa.	2 Machines
A. Kraemer, Terre Haute, Ind.	1 Machine	Lang Bros., Syracuse, N. Y.	1 Machine
Parrott Pkg. Co., Ft. Wayne, Ind.	5 Machines	J. H. Hill Pkg. Co., Sherborne, N. Y.	1 Machine
J. Kieffer Sausage Co., St. Paul, Minn.	1 Machine		

LOW first cost and an operating expense One-Half the cost of smoking with wood or gas

Write for our actual tests

Showing 50% Saving in Fuel Costs

No odor whatever
Absolutely safe
Even, steady heat
Plenty of wood
smoke



Patented Oct. 19, 1926

Excellent color
Less labor
Less sawdust
Low cost of
operation

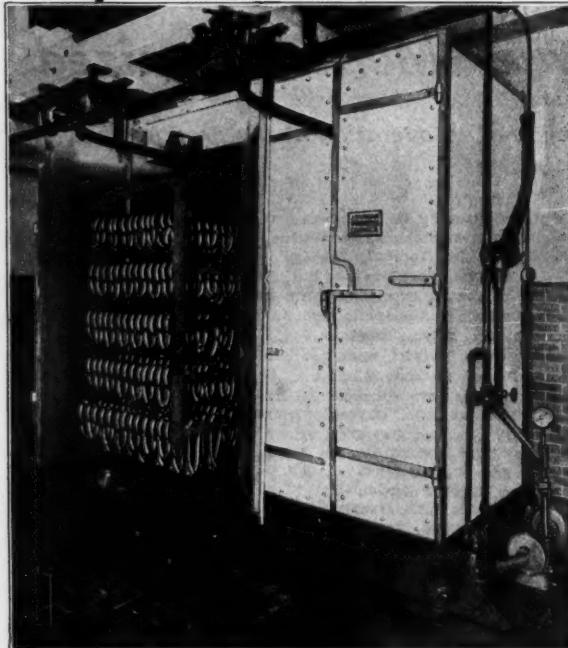
B. F. Nell & Company

Manufacturers of Equipment and Supplies for the Meat Industry

620 W. Pershing Road

Chicago, Ill.

Solving the Sausage Cooking Problem



The Latest Development in
Sausage Cooking

The Jourdan Process Cooker

(Patent Pending)

Not a Steam Box

Not a Spray

But a Temperature Controlled

HOT WATER DOUCHE

Perfected After Years of Experiments

Cooks quicker and with absolute uniformity on the rail—on the cage—on the stick; colors while cooking when desired. Product not touched by human hands. Saves time and labor—quickly pays for itself. Improves product both in quality and appearance. Many other advantages make it a practical necessity in any sausage plant.

Write Today for Full Details

JOURDAN PROCESS COOKER CO., 814-832 W. 20th St., Chicago

Tycos Temperature Instruments

INDICATING - RECORDING - CONTROLLING

Will help you in meat processing, canning, packing or in any of the numerous applications of heat in the food industry.

Long years of use in every industry have shown the economy of standardizing on these sturdy, reliable temperature instruments.

*We will send suitable
catalogs upon request*

Taylor Instrument Companies

ROCHESTER, N. Y., U. S. A.



CANADIAN PLANT
TYCOS BUILDING
TORONTO

MANUFACTURING DISTRIBUTORS
IN GREAT BRITAIN
SHORT & MASON, LTD., LONDON



Results!

20 to 40% Saving in
Cost of Operation

Highest Prices for the
Finished Product

Plants are Designed to
Meet Individual Requirements

We have a convenient sales plan whereby installations may be made on a self-paying basis. Write for full information.

These are some of the reasons why leading Renderers have installed as many as eight American Advanced Type Rapid Melters in one Plant.

A list of prominent users will be furnished gladly.

AMERICAN BY-PRODUCT MACHINERY CO.
26 CORTLANDT ST. - NEW YORK

Chop more at less cost with "Enterprise" No. 156

An efficient belt-driven chopper with a capacity per hour of 2,000 lbs. Equipped with extra heavy pulleys, 20x3 $\frac{1}{4}$ ", 300 r.p.m. with 5 to 7 h.p.

No gears. Pulleys are placed directly on socket shaft.

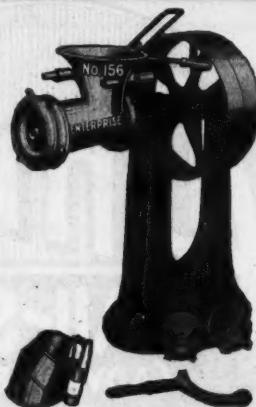
"Enterprise" No. 156 runs smoothly and silently. It will save time and labor for you. It will produce more cut meat than a similar size of geared chopper.

Distance from ring to floor is 26 $\frac{1}{2}$ " in. Carriers can be run under chopper.

Three sets of the famous "Enterprise" knives and plates furnished with each chopper for fine, medium and coarse cutting.

Ask for chopper catalog. There's a size and style for every need, hand, steam, or electric, in the "Enterprise" line.

THE ENTERPRISE MFG. CO. OF PA.
Philadelphia, U. S. A.



The Man Who
Knows.



The Man You
Know.

To Make Better Sausage You Must Have Better Seasonings!

You all have good meats, but you do not all have good SEASONINGS. Better Seasonings make better Sausage. Our SEASONINGS are the best that can be made. Seeing is believing, trying is convincing. Let us send you a trial order.

H. J. MAYER & SONS CO.

CHICAGO, ILL.

6821-23 S. Ashland Ave.
Makers of the Famous GENUINE H. J. MAYER Special Frankfurter, Bologna, Pork Sausage (with and without sage), Braunschweiger Liver, Summer (Mettwurst), and Rouladen Delicatessen Seasonings and SPECIAL NEVERFAIL CURING COMPOUND

All our Products are guaranteed to comply with the B. A. I. regulations

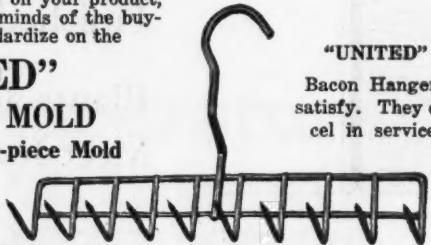
Is Your Name an Asset?

Your name imprinted plainly and permanently on your product, keeps you and your product constantly in the minds of the buying public. Adopt a trade name now, and standardize on the

"UNITED"

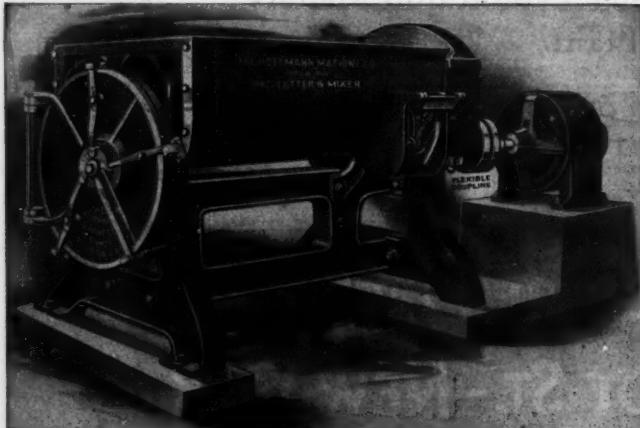
SAUSAGE MOLD

the Patented One-piece Mold



"UNITED"
Bacon Hangers
satisfy. They ex-
cel in service.

Consult Your Jobber or Write Us
United Steel and Wire Company
Battle Creek, Mich. Atchison, Kansas



IN THIS WORLD

The Greatest Meat Cutter and Mixer Combined

Sanitary Beyond Comparison

Replacing Other Equipment Everywhere

Write for Prices

The Hottmann Machine Company
3325-43 Allen St. PHILADELPHIA, PA.

“EXACT WEIGHT”

“The BASIS of INTEGRITY in BUSINESS”

Do You Gamble With Your Scales



“EXACT WEIGHT” SCALES get FULL PACKAGE YIELD from bulk merchandise in fast weighing by placing precision accuracy within the grasp of any class of labor.

They take the GAMBLE out of weights.

ASK US WHY

THE SMITH SCALE COMPANY

Columbus, Ohio

Toronto, Canada

Montreal, Canada

MAKERS OF “EXACT WEIGHT” SCALES
for Every Business, Weighing 1-32 oz. to 300 lbs.

SALES AND SERVICE OFFICES IN
PRINCIPAL CITIES

If your multitude of packages get pound for pound from bulk weight in the turnover, you win.

If they produce inventory shrinkage,
YOU LOSE!

Every ounce of bacon, lard and sausage is money, and fractional ounce errors in these packaged goods are the GAMBLING RISKS that our surveys disclose.

Are you taking this GAMBLER'S CHANCE with your PROFITS?

Check-weighing analysis of your packages may reveal UNSUSPECTED LOSS. It is free service—no obligation whatever, and our field representatives are trained specialists in weighing problems.

Submit your problems—we can solve them.

“EXACT WEIGHT”
SCALES for General
Packing Purposes—Lard,
Bacon, Sausage, Etc.

No. 275



THE MOLD



THE PRODUCT



“Perfection”

TWO-PIN SAUSAGE MOLD

Investing a few dollars in this modern equipment will help your sausage department show greater dividends than ever before.

SAUSAGE MOLD CORPORATION
Incorporated

LOUISVILLE, KY.

MADE IN U. S. A.

Shrouding Pins

To Clothe Beef



Pat. Applied for

Turn out your beef sides the new way—bright, fresh and clean!

Made from tempered spring wire with new style washer to prevent tearing cloth.

Write for Samples

We manufacture springs for all purposes, from brass—bronze—monel metal and steel.

Also made without washers

Muehlhausen Spring Co.
5841 So. Loomis Blvd.
Chicago, Ill.

The Stockinet Smoking Process

U. S. Letters Patent No. 1,122,715.

Saves
Labor
Trimming
Shrinkage



Smoke Your Meats in Stockinets and Get Uniformity, Sanitation, SQUARE Butts and Appearance

To get large sales, your Mr. Quality should have the assistance of Mr. Stockinet appearance

Numerous Packers Throughout the Country Are
Why Not You?

For Further Particulars Write or Phone
Thomas F. Keeley, Licensor
516 E. 28th St., Chicago, Ill. Telephone Calumet 0349

For Curing
and
Packing
Meats
Use

**Clean Crystal
Jefferson Island Salt**

Over
99% Pure

Jefferson Island
Salt Mining Co., Inc.
Louisville, Ky.
Stocks in Principal Cities



BEEF, HAM and SHEEP BAGS

We Manufacture all kinds of Stockinette Cloth and Bags for Covering Meat
Write Us for Information and Prices

Wynantskill Mfg. Company
TROY, N. Y.
Fred K. Higbie Supply Co., Rep., 360 N. Michigan Ave., Chicago, Ill.

When You Write
The Advertiser
Mention

THE NATIONAL PROVISIONER

A. C. Wicke Mfg. Co.

Reliable Butcher Fixtures and Supplies
Special attention given to cork and cement refrigerators
Cold storage installations and complete market equipment

NEW YORK CITY

Salerooms:
425-435 E. 108th St.

Main Office and Factory:
406 East 108th St.
Phone Atwater 0880 for all Branches

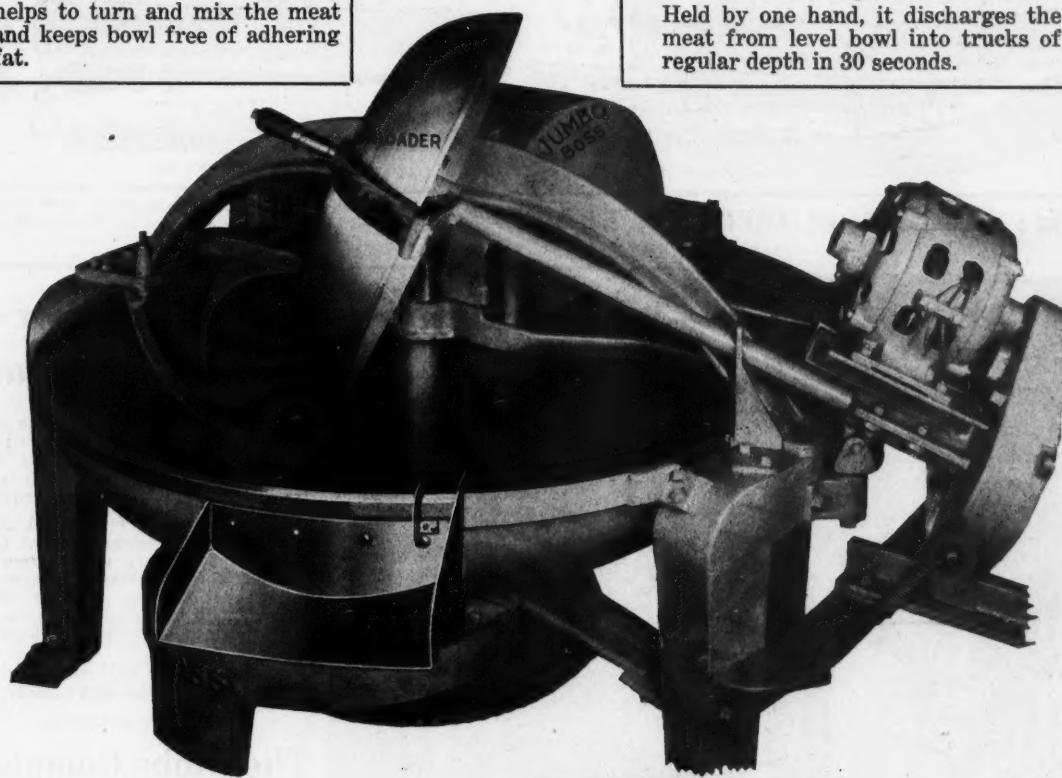
Bronx Branch
739 Brook Ave.

"BOSS" Jumbo—World's Only 500 lb. Cutter

One man, with it, does faster and better work than 2 or 3 men with others

Bowl Shaver with Wings helps to turn and mix the meat and keeps bowl free of adhering fat.

Unloader is Simplest and Fastest Held by one hand, it discharges the meat from level bowl into trucks of regular depth in 30 seconds.

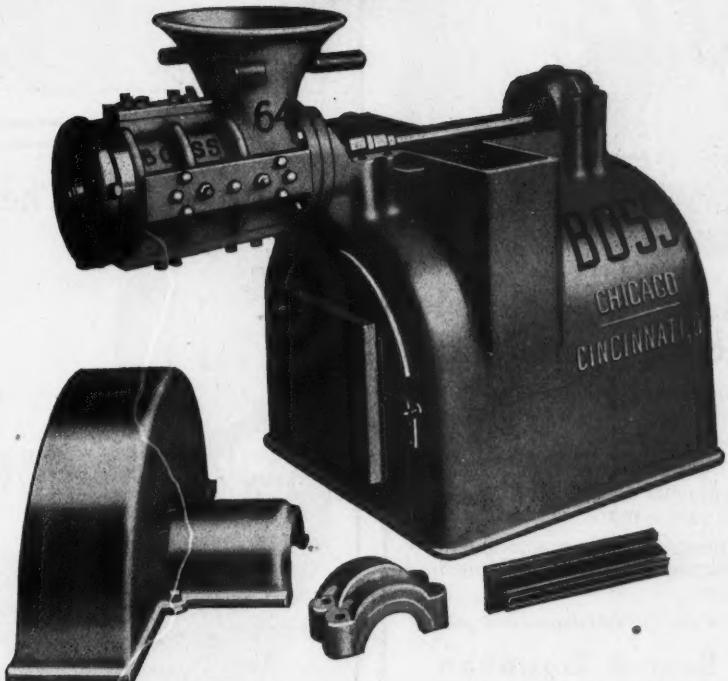


"BOSS" Jumbo World's Only Meat Grinder and Shredder

Has four additional adjustable side knives in steel cylinder, for fast, tough, heavy work.

Illustration shows cast motor housing with top sprocket part removed, also bearing cap and one side knife.

Note the heavy shaft with roller bearings.



THE CINCINNATI BUTCHERS' SUPPLY CO.

CHICAGO BRANCH
3907-11 S. Halsted St.

Killing
Outfits

Manufacturers
"BOSS" Machines

Sausage & Rendering
Outfits

Factory and Main Office: 1972-2008
Central Ave., CINCINNATI, OHIO

Trade Mark



1750

The Best Then

The World is flooded with Cheap imitations of Butchers' Knives, many of which are of very little use for the purposes for which they are made. Those that pay and wear, giving the greatest satisfaction to the user, are those made from

JOHN WILSON'S World-Renowned Double Shear Steel

Which are all Hand Forged and all the modern means of production being observed. They have stood the test for 177 years and the demand is greater than ever.



Works : Sycamore Street, SHEFFIELD, England. Agents : H. BOKER & Co., Inc., Duane Street, NEW YORK. May be obtained from all Storekeepers.

Established

1750

—

1927

The Best Now

Steak Knives
No. 4358Steak
No. 52.

B. & D. Electric Rump Bone Saw

Saves labor—Effects economy. One man can saw 110 rump bones per hour.

Any packinghouse man can operate it. Does job easier—quicker—more accurately.

Endorsed and recommended by leading packinghouse authorities.

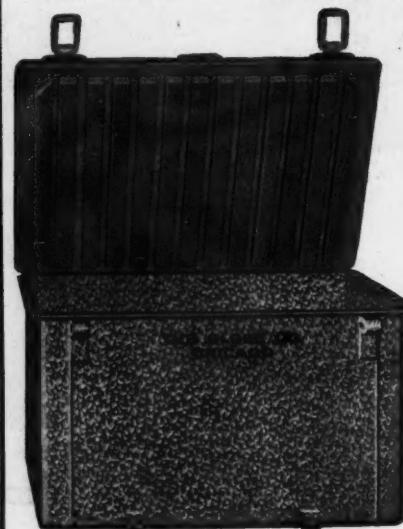
Write for full details and price

Best & Donovan

Sole Distributors

332 S. Michigan Ave.
Chicago, Ill.

—A Super-Sanitary Belly Curing Box— Without An Equal



Box is made of No. 12 gauge steel, seams welded. Galvanized after fabrication. Corners and bends well rounded. No bolts or rivets used, making the inside perfectly smooth.

Cover is made of 1"x6" D. & M. odorless and tasteless lumber. Compression strips are nailed from the outside which method eliminates rust contamination from products. Reinforced with three oak boards and fitted with galvanized hinge bars.

Size 24"x36"x21" on inside
Capacity about 625 pounds

INQUIRIES SOLICITED

The Globe Company

822-26 W. 36th Street
CHICAGO

Write for Catalog

Thermoseal Counter Scales

For a long time packers have needed a satisfactory scale to grade and assort hams, bacons, etc.

It is conceded that a scale to stand this work must be "built just right" as it must stand up under hard and constant use—"Day in and Day Out." Chatillon Thermoseal Counter Scales are now used by many of the largest packinghouses who have found just the scale for grading.

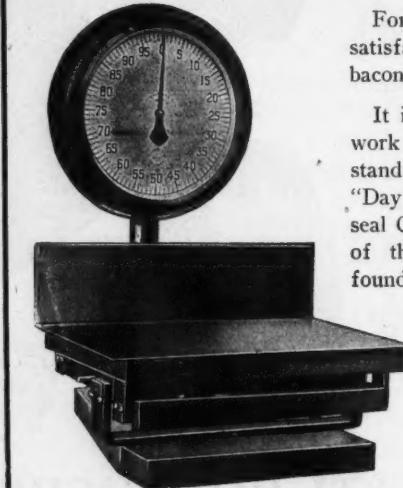
Write us for full information

JOHN CHATILLON & SONS

Established 1835

*Manufacturers of Scales and
Butchers' Supplies*

85-99 Cliff St., New York City, N. Y.



Thermoseal Counter Scale

1067

Now is the Time

to check up your ham boiling department
and get your equipment ready for
the seasonal rush.

Remember—worn out, damaged, or obsolete
Ham Boilers can be traded in on the pur-
chase of new ones. Send for our schedule.



HAM BOILER CORPORATION

1762 Westchester Avenue

New York City

Factory: Port Chester, N. Y.

European Representative: The Brecht Co., 6 Stanley St., Liverpool and 12 Bow Lane, London

Canadian Representative: Gould, Shapley & Muir Co., Ltd., Brantford, Ontario

Your Cellars Will Soon Be Empty

Get Ready to Go Fast with Prague Salt
Save Half the Curing Time

These Salts have the Quality of deep penetration.
CURES—FAST—SAFE.

Boned Hams for Boiling 7 Days. Brine Bacon 3 to 5 Days, Sausage Meat 24 to 48 Hours.

Prague Salt passes B. A. I.

LAVIN'S
PRAGUE-HANSA
PICKLING SALT
TRADE MARK
REGISTERED
REG. NO. 214,496
MADE IN
GERMANY

PRAGUE
SALT

TRADE MARK
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MADE IN GERMANY

GRIFFITH LABORATORIES
4103 So. La Salle St.
Chicago, Ill.

Godchaux's CURING SUGAR

Tested by the Department
of Research, Institute of
American Meat Packers

Try it! Test it! Once used,
it becomes your standard

ASSURES
Quality Product
Uniformity of Cure
Material Saving in Cost

PRICE
In 100 lb. Bags..... \$5.70
per cwt. f.o.b. Reserve, La.
In 250 lb. Bags..... \$5.60
per cwt. f.o.b. Reserve, La.
Subject to usual sugar trade terms of
2 per cent cash discount.

Specially prepared for the
Meat Industry in the mod-
ern Sugar Refinery of

GODCHAUX SUGARS, INC.
Godchaux Building,
NEW ORLEANS, LA.

Let us have your inquiries. Delivered
prices, both carloads and less than
carloads, quoted on request.


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think of
Baskets
THINK OF
BACKUS
LIGHTEST STRONGEST
BEST
A. Backus, Jr. & Sons
DEPT. N.
DETROIT, MICH.

20 Mule Team Borax

Antiseptic Cleansing Deodorizing

Use 20 MULE TEAM BORAX when any cleansing is to be done. It softens water. It cleans thoroughly. It inhibits the growth of the bacteria of decomposition, and leaves things sweet and wholesome. It is especially good when washing anything that comes in contact with meat, because it is harmless.

PACIFIC COAST BORAX COMPANY

Chicago

100 William St.,
NEW YORK

Wilmington, Cal.



Cattle Wipe

Especially knitted from absorbent
yarns to take up the water after
washing down and absorb the neck
blood. Also used as Ham wipe after
smoking. Sold in rolls, tubular form
or cut to size to meet your require-
ments.

Details and prices furnished upon
request

FRED C. CAHN

305 W. Adams St., CHICAGO
Selling Agent,
The Adler Underwear &
Hosiery Mfg. Co.

Standard 1500-lb.
Ham
Curing
Casks
Manufactured by
Bott Bros. Mfg. Co. **WARSAW**
 ILLINOIS
Write for Prices and Delivery

New Curing Vats

Dozier Packing
Meat Box
Crates Shooks



B. C. SHEAHAN CO.
166 W. Jackson Blvd. Chicago

Used where good Sausage is sold

If you were told of a sales method which had proven a great success—would you try it?



Brilliant — vivid — packages have proven successful in merchandising food products.



The KLEEN KUP is used where good sausage meat is sold. It is the one package that eliminates sales resistance. May we submit a few of these beautiful packages for your consideration? Reduced prices will also interest you.

MAIL THIS TODAY →

Mono Service Co.
NEWARK NEW JERSEY

Tell me of "Successful Sales Methods" and Re.
show me "Sales Producing Packages." Re.
quest does not obligate me.

Firm _____
Name _____
Individual _____
Name _____
Address _____

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Poultry Foods
Tallow and Oils

BUYERS OF
Beef Crackling
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CONSOLIDATED BY-PRODUCT CO.

West Philadelphia Stock Yards
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Philadelphia, Pa.

MANUFACTURERS
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all Descriptions
Beef Wensands a Specialty
IMPORTERS OF
High Grade Hog and Sheep
Casings

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you
wish to
BUY or to SELL

Sausage Casings

please communicate with us.
Our old established reputation
guarantees full protection of
your interests.

WAIXEL & BENSHEIM

Mannheim, Germany

EXPORTERS IMPORTERS
Established 1874

VAN GEUNS BROS.

Groningen, Holland

Telegraph Addr. "Casings"

are buyers of

Hog Casings

Offers solicited

Sheep Casings

Dried Sheep Gut, Beef Bungs, Bladders,
Wensands, Middle

Why Pay Middlemen's Profits?

Buy direct from Cleaners

BRITISH CASING CO., LTD.

Sydney, Australia.

Largest Cleaners in Australia and New

Zealand: 14 Factories

Cable Address: Britcasco, Sydney

Our Broker from Australia visits America

periodically

SHEEP	HOG	BEEF
CASINGS		

Importers - Manufacturers - Exporters

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Eastern Branch
62 W. 47th St.
NEW YORK

MANUFACTURED BY
Established 1840

BATTELLE & RENWICK

"NIAGARA BRAND"

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future use be found
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The New Improved Bausman Hog Scalder

No longer are you compelled to use hoisting appliances. No heavy lifting to get the hog from the bath. Will save half the time originally required to scald. Furnished with or without fire box for heating water.

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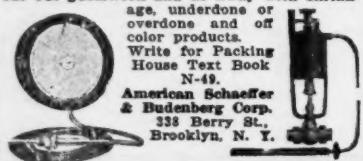


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15 in. dia.;
13 in. high.
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No. 2
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15 in. dia.;
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No. 3
Sausage
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18 in. dia.;
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22 in. diam.
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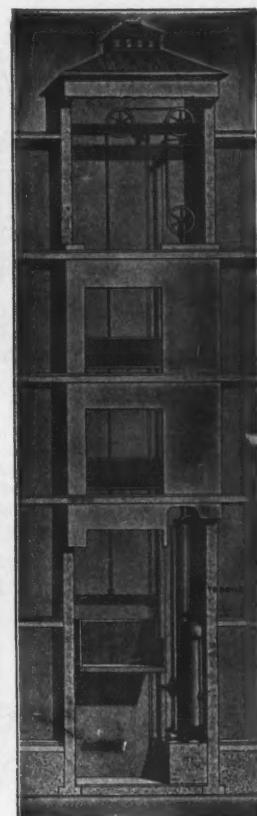
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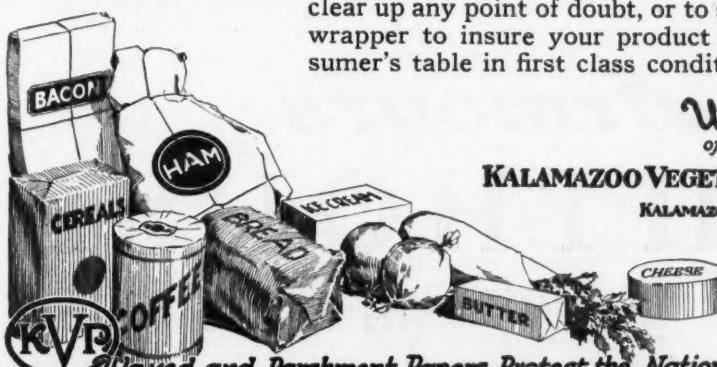


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We use, and can recommend Armour's Lighthouse Cleanser and Armour's Lighthouse Washing Powder—excellent twin products.

Use Lighthouse Cleanser for the heavy duty work, the cleaning of floors, especially tile floors, and lavatories. It is an abrasive cleanser.

Use Lighthouse Washing Powder for the lighter work—the general scrubbing and cleaning, and the washing of woodwork. It is a soap product.

Quality and price are an inducement in both these products. Four hundred Branch Houses insure speedy delivery.

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A combination of natural cleansing agents, refined and powdered. Contains no caustic. Will not hurt the hands. Packed in 25 lb. Pails, 125 lb. Kegs, and 300 lb. Bbls.

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Cleanser and Washing Powder

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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS

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Chicago and New York, March 26, 1927

No. 13

Keeping Track of the Power House

**It's the Heart of the Packing Plant
and Should Be Watched As Carefully
As Any Other Operating Department**

Just how important is the power house in a packing plant?

Of course, everyone knows that the plant couldn't operate without it, but the interest of too many executives stops there. They feel they must give their attention to more important matters.

What operating item is of greater importance? If the power plant doesn't run right, isn't every other operation seriously interfered with?

In the power house, as in every other department of the packing plant, there is a right way and a wrong way to do most things. Careless operation is expensive from the standpoint of costs, as well as inefficient service to the rest of the plant.

Perhaps the executive may feel that he should not check up on his engineer. He is a technical man, and should not be interfered with.

Check Up on the Engineer.

To a certain extent this is true. But equally efficient men are at the head of other departments—and their records are studied. No far-seeing engineer would object to such a procedure on the part of his executives. Too often he feels that no one is interested in his department as long as there is plenty of power.

It is just as necessary for the boss to study the records of the power house as it is of the curing cellar, the cooler or any other department. It might look technical to him at first, but a little study will make it clear after he knows the "reason why" of everything.

He can soon find out the maximum of efficiency in every thing, and if this maximum is being passed too far, he is in position to ask why, in case his record sheet fails to give him this information under "remarks."

Coal, water and electric power are expensive items. Savings in expenditures for any one of them are very

important. But combined they constitute a large sum—even in small plants.

A careful check-up on these items, and periodical consultation with the engineer, is sure to keep him on his toes all the time.

Watch Power House Log Sheet.

But the executive may say, "How can I do all this?" It can be done in a brief time by examining the log sheet daily.

This sheet is, or should be, kept in every powerhouse. It is the record that tells the engineer when some operation is falling below the efficiency point.

If the engineer does not study his log sheet and correct the trouble, that is where the executive comes in. If the executive studies the sheet daily and finds nothing wrong with it, then he is sure he has a first-class engineer. And the engineer, in turn, will appreciate his interest.

This sheet is a first aid in detecting trouble and correcting it.

A suggestion for a powerhouse log sheet is illustrated in the following article. This can be adapted to use in any powerhouse.

The reasons why such records must be kept in an efficient powerhouse, and the valuable information furnished not only to the executive, but to the engineer and his staff, are pointed out in the following discussion of powerhouse records, made by a man of long experience in packinghouse operation.

Value of Power House Records

By The Observer.

Coal constitutes the largest single item purchased by a packer outside of livestock, and the boiler room is the "heart" of the plant.

Yet how few packers give daily thought to the quantities of coal consumed, or to the condition of the boiler room!

Not until it fails them, with consequent curtailment of killing operations, do they begin to take notice.

Executives demand daily reports upon nearly everything else except boiler-room conditions. They want to know about the livestock on hand, hogs hanging in coolers, smoked and cured meats in process, grease in tankage, acid in grease, costs per cwt., etc.

But seldom do they visit the boiler or engine room, or give much attention to it, until it ceases to function. When too late, they suddenly realize that it has a decidedly important bearing upon operating results.

Boss Should Take More Interest.

This lack of interest in his department tends in many cases to make the chief engineer apathetic. Other departments seem to him to always be of greater consequence, and as a result the engineer is not stimulated in his endeavors to bring his department up to the highest efficiency.

This lack of interest on the part of executives is due in many instances to imperfect knowledge of the principles governing the operation of a boiler and engine room. If, however, they endeavored to master the details of this department as conscientiously as they do those of

Do You Know

Why?

Coal, water and electric power cost a lot of money. Are they wasted in your plant, Mr. Packer?

Do you keep a close "tab" on your power house, just as you do on your hog killing?

Who do you blame when the water isn't hot enough in the scalding vat, and hogs come out with a lot of hair on them?

Where is the trouble when you are buying more coal than usual?

These and other troubles can be corrected with a little effort. Read the accompanying article and find out how.

Boiler Room Log		Date-----												
		Shift One	Two	Three										
Coal Consumed. Pounds														
Water Fed Boiler Pounds														
Water Evap. Per Pound Coal														
Boilers Blown Down Time														
Fires Cleaned Time														
Soot Blown Time														
		Boiler	Two	Three										
On Line														
Off Line														
Turbining														
Repairing Brick Work														
Replacing Tubes														
Washing														
Ready For Service														
		TAM	9	11	1PM	3	5	7	9	11	1PM	3	5	
Steam Pressure Gauge Temperature														

Refrigeration Log

Date-----

Refrigeration Log		Date-----		
		One	Compressor Machine	Cooling Tower
Pressure Head Hour	Generators On Off	Generators Sustained On	Generators On Off	Temp. Water Off
TAM				Temp. Water Off
9				Temp. Water Off
11				Temp. Water Off
1PM				Temp. Water Off
3				Temp. Water Off
5				Temp. Water Off
7				Temp. Water Off
9				Temp. Water Off
11				Temp. Water Off
1PM				Temp. Water Off
3				Temp. Water Off
5				Temp. Water Off

Absorption Machine Four

Date-----

Absorption Machine Four		Date-----		
		Three	Head Pressure Generator On Off	Head Pressure Generator On Off
Head Pressure Generator On Off				
TAM				
9				
11				
1PM				
3				
5				
7				
9				
11				
1PM				
3				
5				

Temperature Log

Date-----

Temperature Log		Date-----		
		Curving Collector	Frances / Fancer 2	Hochheim Room
AM		1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16	ABCDEF	GH
9				
11				
1PM				
3				
5				
7				
9				
11				
1PM				
3				
5				

Remarks

Signed	Chief Engineer
	Engineer Shift One
"	" Two
"	" Three

Max Demand	Temp.	9	11	1PM	3	5	7	9	11	1PM	3	5
Power Reading												
Power Cons	Shift One											
Power												
Light												

March 26, 1927.

THE NATIONAL PROVISIONER

25

others more directly concerned with killing and processing, they would discover many points of financial interest and at the same time they would give encouragement to their engineers.

An aid to executives in checking results in the power department is a daily report known to engineers as the "log sheet." This is a sheet upon which they make a note of all operating conditions of importance at stated intervals during each shift.

What Daily Report Should Be.

This "log sheet" should be handed to the executive each morning, and should be scrutinized by him as closely as any other of his daily reports.

A specimen sheet, drawn up for the conditions existing in a moderate sized plant, is illustrated on the opposite page.

To be effective, a log sheet should be concise, detailing only the most important facts. The intervals at which these facts are noted should be frequent enough to insure close supervision; at the same time they should not be too frequent and too burdensome.

The log should be signed by the engineer upon each shift, and by the chief engineer. Spaces should be left for showing the results from each shift.

The log should be so condensed that all the facts for the 24 hours can be noted down upon a single sheet. In this way each engineer has a picture at a glance of all the conditions, both of his own shift and of the preceding ones.

A space on the log for remarks provides opportunity for jotting down any unusual occurrences.

Must Draft Your Own Form.

It is impossible to draw up a log sheet which will fit the needs of each and every plant. No two houses have the same conditions. Size and nature of equipment vary. One house may buy power and another generate it. One house may have steam driven compressors and another motor driven, and so on throughout the whole equipment.

Consequently each house must draft up a form for a log sheet which will fit its particular needs. Furthermore, the conditions in a single house vary from year to year. Hence, log forms should be printed in small quantities to enable the necessary changes to be made from time to time.

It might be thought that installation of recording devices would do away with the necessity for a log sheet, but this is not the case. The recording devices are necessary to portray accurately the results achieved. But the log still serves as a "tickler," to keep the engineer's mind upon each detail necessary to check during the shift. Such a log sheet is very important.

Items on the Log Sheet.

A glance at the different items noted upon the log sheet will emphasize their importance in connection with the economical operation of a packinghouse.

Under "boiler room" are noted details which show the cleanliness of the heating surfaces of the boiler and the feed water temperatures, all of which have a direct bearing upon coal consumption.

The item "Water evaporated per pound coal" should be checked carefully each day. The evaporation will depend upon the quality of coal, condition of boilers, and skill of the firemen.

Figures can be obtained giving the customary evaporation from the quality of coal used at any particular plant. These figures can then be checked against those actually obtained. If the latter are too low, the condition of the boilers should be ascertained, particular attention being paid to the amount of scale and soot upon the tubes.

Care of the Boilers.

Dirty tubes, either inside or out, will not transmit heat readily from the furnace gases to the boiler water, and much of the heat will go to waste up the stack. For this reason the boiler room attendants should be required to blow the soot from the tubes and blow down the boilers each shift, making a note of this upon the log sheet.

Boilers should be taken off the line regularly at not more than three-week intervals. They should then be washed clean and the tubes turbed if necessary. These facts should be recorded upon the log sheet in the space provided.

Low evaporation may also be caused by infiltration of air through leaky boiler settings. To check this, brickwork should be inspected, and if necessary repaired as soon as a boiler is taken off the line. A space is left upon the log sheet for the recording of this also.

Handling of the Fires.

Maximum capacity can not be obtained from a boiler unless the fires are kept open and free from clinkers. Each shift should be required to clean its fire before turning over the boilers to the succeeding shift, and should make a note to this effect upon the log.

A sudden drop in evaporation may be due to receipt of a car of coal of poor quality. This may be further checked by an analysis of the coal for the number of B. T. U. per pound of fuel.

As soon as a boiler off the line is in condition for service every effort should be made to place it in use as soon as possible. For this reason a space is left upon the log sheet to be filled in when the boiler is ready.

Watching Steam Pressure.

A space is also left for indicating steam pressure every two hours. This should be scanned daily to note any unusual drops from the pressure required to obtain satisfactory results in the plant. Undue drops mean a slowing of processing operations—such as tankage drying, rendering, tripe cooking, hog hair drying.

It also means unsatisfactory work in many departments.

For example, a drop in steam pressure may result in a chilling of the water in the scalding vat and beater machine, and consequently

Do You Know?

How your hogs are cutting out, Mr. Packer?

Do you know, or do you merely guess—and hope you are coming out all right?

Under present conditions, the wise packer will make a test of his hogs **every day**. Overhead has a bad habit of eating up all the profits unless you watch it closely.

By using THE NATIONAL PROVISIONER'S Short Form Hog Test, you will know how you stand. Fill it out with your own figures and see where you come out!

Know what you are doing, and dodge the "pawnbroker"!

quent partially dehaired hogs. For these reasons, every effort should be made to maintain a constant steam pressure.

Watch for Waste of Water.

Water consumption is another big item of expense in connection with the operation of a packinghouse. The water used upon ammonia condensers constitutes one of the biggest demands in this direction.

Under the "refrigeration log" is shown temperature of water on and off the condensers, also cooling tower performance. These temperatures indicate whether maximum results are being obtained with the quantity of water used.

The temperature of the water leaving the condensers should be very close to that of the liquid ammonia condensed. This will not be accomplished if much scale is present on the outside of the condenser pipes, or if the cooling water is not distributed evenly over all the pipe surfaces.

Lack of air circulation through the condensers will prevent efficient heat transference. If the spread in temperature between the water on and off the condenser should be 20 degs., and is actually only 15 degs., it means that 25 per cent more water is being used than should be required.

The temperature of the water off the cooling tower should likewise be close to that of the wet bulb, and any variation means a proportionately inefficient cooling tower performance.

In the Refrigeration Department.

Under the heading of "refrigeration" on the log sheet are found data regarding on suction and head pressures upon the ice machines. This has a direct bearing upon electric power consumed, another heavy item of expense.

The head pressure should be within 10 lbs. of the pressure of liquid ammonia at the temperature of the water leaving the condensers. If a greater difference exists, it is in many cases due to excessive quantities of air in the system. Steps should be taken at once to purge the system of this air.

The horse power required per ton of refrigeration is proportionate to the difference between the head pressure and the suction pressure, and consequently any unnecessary increase in head pressure means a corresponding unnecessary increase in horse power required. The suction pressure should be close to that of ammonia at the temperature of rooms being cooled. A decrease in suction pressure means decreased capacity of the ice machines.

Value of Temperature Records.

It is hardly necessary to explain the advantages of the temperature log, which gives the temperature conditions in all of the coolers. The quality of the product being shipped is immediately dependent upon cooler temperatures being held uniformly at the proper point. The log sheet keeps this fact constantly before the engineer.

Such a record is especially important in the case of hog coolers. The speed at which the coolers are brought down is vital to successful processing later.

Saving on the Power Bill.

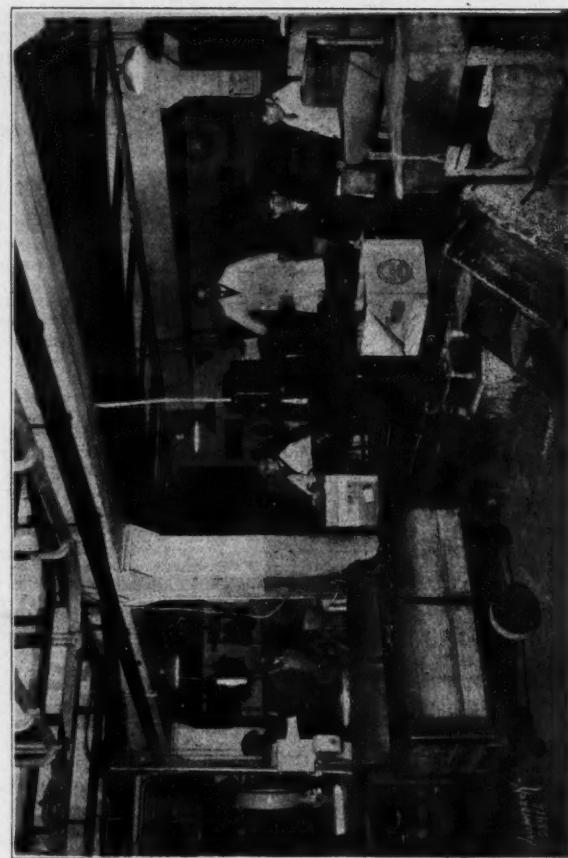
An item "maximum demand" is included to cover installations where such a clause is part of the power contract. The maximum demand can oftentimes be lowered by shutting down for a short time a power-driven compressor, or pump, or the tankage dryers.

If this item is watched closely by the proper parties, it may result in a considerable saving on the power bill. It also serves to draw attention to any unusual or unwarranted peaks.

A little attention each day on the part of the executive to a log sheet will soon show him what is the most efficient figure for each detail, and from then on it is only a matter of insisting that such efficiency be maintained.



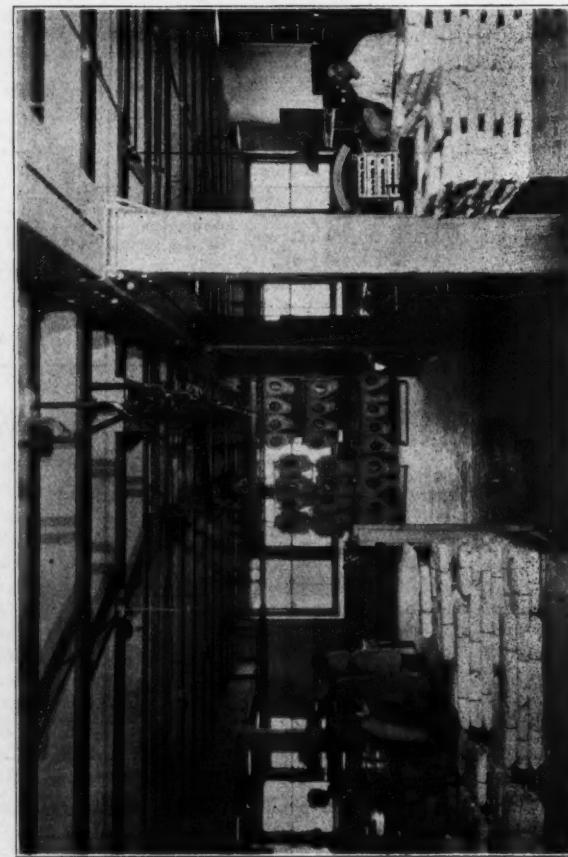
A SECTION OF TRIMMING ROOM AND SAUSAGE DEPARTMENT.



SHIPPING ROOM, WHERE BOXES ARE CHECK WEIGHED AND COVERS FASTENED ON.



HOG DRESSING DEPARTMENT, SHOWING GOVERNMENT INSPECTOR ON THE JOB.



SMOKED MEAT WRAPPING ROOM, RAILED FOR OVERHEAD CAGES.

Some Views in the New Meat Packing Plant of Miller & Hart, Union Stock Yards, Chicago.

American Packers and Packing Plants

Strict Adherence to Price List and "Sell Right" Principles Big Factors In the Steady Growth of Chicago Firm

XII — Miller & Hart, Union Stock Yards, Chicago

[EDITOR'S NOTE.—This is the twelfth of a series of articles which will appear from time to time in THE NATIONAL PROVISIONER, describing American packing-houses and their founders and operators.]

This is the story of a modern and progressive meat packing plant which has built up a reputation not only for its product and service, but also for its merchandising methods. These latter are based on strict "Sell Right" principles, and its sales force is schooled to adhere strictly to the company's weekly price list.

The concern is Miller & Hart, whose plant is located in the Union Stock Yards, Chicago. Dating back 44 years, this concern is one of the oldest in the business, and its "Berkshire Brand" pork products are well known throughout its wide territory.

Firm Dates Back to 1883.

Back in 1883, Walter H. Miller and Fred Hale formed a partnership and went into the meat packing business on South Water street, Chicago, later moving to 31st street and Emerald avenue. Three years later this partnership was dissolved, and Mr. Miller took William Craig with him as a partner for a short time.

Later Mel. Hart became interested in the firm with Mr. Miller, and in 1895 the plant was moved to 25th and LaSalle streets. In 1898 Miller & Hart were incorporated, Hugh Shields being made vice-president at the time.

In 1901, John Roberts, the present head of the corporation, acquired a substantial interest in the business, becoming vice-president. Soon after this all of the stock of the corporation was acquired by W. H.

Miller, John Roberts and some of the active employees.

The original operations of this concern did not include slaughtering, their live stock being killed for them by another concern in the Union Stock Yards. The rapid growth of the business, however,



JOHN ROBERTS
President, Miller & Hart

necessitated the building of their own abattoir in the Yards in 1909. It was only logical then to add warehouses, smoke-houses and other adjuncts to the business onto the abattoir building, and in 1913 the offices were also moved to the stock yards location.

Early in 1926 a new addition to the plant was completed which gives a considerably increased freezer and smoke-house capacity. The quality of the product made by this concern naturally implies that their plant is up-to-date and well equipped.

The killing department is located on a sort of balcony on the top floor. On this balcony the hogs are hoisted, stuck and bled, and passed through the dehairing machine.

Here they are put on overhead conveyors and carried down to the main part of the floor by gravity, where the carcasses pass through the operations of singeing, evisceration, inspection, splitting, etc.

After the carcasses are split and receive their final inspection, the sides are sent to the coolers, being weighed separately on the way.

Breaking Up the Carcasses.

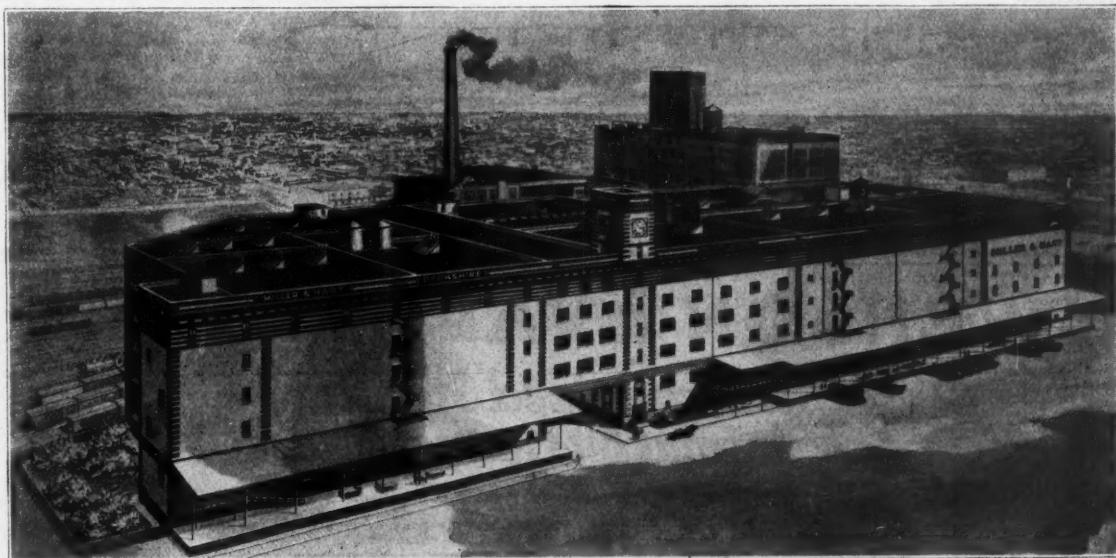
After being sufficiently chilled the sides are sent down to the cutting department on the fourth floor, where they are broken up in the usual manner. As the loins are pulled they are placed on trucks and taken to the floor below to be wrapped for shipment.

On the fourth floor, too, is located the sausage room, which includes in it the ham fatting, boning and rolling department. The sausage room is well laid out and has an abundance of natural light.

Adjacent to the sausage room are the cook vats and sausage cooking boxes, all equipped with automatic temperature recorders and thermostatic control. There are also four smoke houses on this floor.

Another department located on this floor is one that has shown a rapid growth since its introduction a few years ago—the peanut butter department. It was started during the War, more as an experiment than anything else, but grew in popularity so rapidly that its annual production now runs into large figures.

(Continued on page 54.)



PRESENT PLANT OF MILLER & HART, LOCATED IN THE UNION STOCK YARDS, CHICAGO.

March 26, 1927.

WHERE PACKERS' DOLLAR GOES.

More than 86 cents of every dollar of the plant value of finished products of the American meat packing industry was paid out for materials, according to an analysis made by the Institute of American Meat Packers of the census figures recently issued by the U. S. Department of Commerce. These materials were principally livestock, but also included fuel, electric power, etc.

The remaining 14 cents is used to pay for such items as wages, salaries, interest, rent, depreciation, taxes, insurance, advertising, research and a small manufacturing profit.

These figures, which cover the year 1925, indicate an increase in the efficiency of packers' operations as compared with the previous census. In 1923, according to the census report, about 84 cents out of every dollar of the plant value of products was paid out for materials, and the remaining 16 cents was required to cover the items just mentioned.

With the products valued in excess of three billion dollars annually, the figures indicate that on each business day packers pay out for live stock and other materials an average of more than eight million dollars. The census figures also show that the annual pay roll for labor approximates \$160,000,000 and that the horsepower utilized exceeds 441,000.

The value of the fresh meat produced represented about half the total value of three billion dollars. The cured meat produced, which included hams, bacon, and corned beef, exceeded three-quarters of a billion dollars in value. The figures also show that more than a billion and a half pounds of lard were produced with a value in excess of two hundred and seventy-five million dollars.

Hides, skins, and pelts had a total value of nearly 114 million dollars; the wool produced was valued at 23 million dollars, and hair at more than two million dollars. Other by-products exceeded one hundred and fifty million dollars in value.

The average weight of beef animals dressed was 949 pounds and the average amount of beef yielded by each animal was 501 pounds, or 53 per cent of the live weight. The calves weighed 175 pounds on the hoof on the average and yielded 108 pounds of veal per head, or 62 per cent of the live weight.

Sheep and lambs averaged 81 pounds on the hoof and yielded 39 pounds of meat per head, or approximately 48 per cent of the live weight.

Hogs averaged 220 pounds on the hoof and yielded 161 pounds of meat per head on the average, or 73 per cent of their live weight.

UNIFORM SCRAPPLE PANS.

The standardization of returnable 10- and 15-pound scrapple pans is being considered by the Committee on Packinghouse Practice and Research of the Institute of American Meat Packers, through the Sub-

Committee on Standardization, of which W. H. Kammert is chairman.

In a recent bulletin on this subject, members of the Institute were requested to forward samples of the pans they now are using, together with any information they have regarding the specifications of the pans, for the Committee's consideration.

Members also were asked to give their opinions regarding the possible substitution of 6-pound non-returnable scrapple pans to replace the returnable pans now in use. Many companies have complained that, under the present system, the pans which are returned are in such poor condition that their re-use entails considerable expense for cleaning and re-tinning.

OCEAN LINERS IN MEAT TRADE.

A fifty-page pamphlet just issued by the Department of Commerce, "Liner predominance in transoceanic shipping" is worth the attention of export and traffic departments. Two extracts from it read:

"In 1925, out of every 100 steel steamers suitable for transoceanic or inter-oceanic trade, 73 were owned by corporations operating lines of steamers, and only 27 were general traders or tramps, while in 1913-14 out of every 100 the proportion was approximately 58 liners to 42 tramps. The gross and net tonnage of the liners in 1913-14 was 68 per cent of both totals; in 1925 it had increased to 79 per cent of the gross tonnage.

"The increase in the size and carrying capacity of ships with refrigerated spaces for beef and mutton is an element in the growth of liner control of the oversea trades.

"In 1914 Lloyd's Register recorded 235 steel steamers of 1,840,000 gross tons, averaging 8,000 gross tons, each equipped with refrigerated space of at least 80,000 cubic feet (800 net tons) for the transport mainly of beef and mutton.

"In 1925, the number had increased to 305 and the tonnage to 2,755,000 gross tons, averaging 9,000 gross, a gain of 50 per cent; the refrigerated space from 494,000 to 810,000 net tons, a gain of 64 per cent.

"All these ships are of 12 knots or over and belong to liner organizations, and by far the greater tonnage is employed in the trade between Europe and South America or Australia."

HOLD FOREIGN TRADE MEETING.

A meeting of the Institute's Committee on Foreign Relations and Trade was held on March 18 at the Institute offices. The following committee members were present:

Charles E. Herrick, Brennan Packing Company, Chairman; R. J. Christian, Allied Packers, Inc.; P. J. Hill, Armour and Company; Robert Mair, Swift & Company; George Marples, Wilson & Company; Howard H. Rath, Rath Packing Company; M. Rosenbach, Wilson & Company, and R. B. Simpson, Miller & Hart.

CANNED MEAT EXPORTS.

Exports of canned meats from the United States for the last three years were as follows:

	1924	1925	1926
	Lbs.	Lbs.	Lbs.
Beef	1,500,620	2,173,658	2,644,683
Pork	3,273,756	4,701,886	6,462,458
Sausage	3,531,604	3,773,195	3,754,852
Other	7,590,057	6,240,817	2,737,289
Total meat	15,896,037	16,889,556	15,599,282

The distribution was as follows:

Beef—United Kingdom, 63.7 per cent; Philippines, 4.2 per cent; Cuba, 3.5 per cent; Mexico, 3.1 per cent; Canada, 1.5 per cent.

Pork—United Kingdom, 81.8 per cent; New Zealand, 9.7 per cent; Canada, 3.8 per cent; Mexico, 1.4 per cent; Philippines, 1.2 per cent.

Sausage—Cuba, 67.8 per cent; Philippines, 6 per cent; British South Africa, 3.5 per cent; Mexico, 2.7 per cent; Panama, 1.7 per cent.

Other meats—United Kingdom, 40.2 per cent; Cuba, 23 per cent; Canada, 6.6 per cent; Mexico, 6.6 per cent; Panama, 2 per cent.

NUTRITION COMMITTEE MEETS.

The Institute's Committee on Nutrition met March 23 at the Institute offices to discuss the program of nutritional activities.

Members of the committee who attended were: W. D. Richardson, Swift & Company, Chairman; Gudrun Carlson, Director of the Department of Home Economics, Institute of American Meat Packers; David Klein, The Wilson Laboratories; W. Lee Lewis, Director of the Department of Scientific Research, Institute of American Meat Packers; W. H. Lipman, Swift & Company; C. R. Moulton, Director of the Department of Nutrition, Institute of American Meat Packers, and E. N. Wentworth, Armour and Company.

AFRICAN BEEF EXPORT.

South African cattle breeders met recently at Pretoria, under the auspices of the South African Agricultural Union, to discuss the live stock industry and meat export trade. The conference recommended the establishment by the Government of cold storages at the coast and inland. Additional recommendations were for the introduction of the lowest possible railway and steamship rates, support for cattle farmers in co-operative organizations, and for a searching inquiry into the best means of improving the beef industry of the country.

How should the hog "sticker" work to avoid damage to shoulder meats? Ask The Blue Book, the "Packer's Encyclopedia."

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March 26, 1927.

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THE NATIONAL PROVISIONER

Packers Lack Sales Policy

A great business economist has been quoted as saying that the four essentials of success are capital, brains, information and policy, and that all must function.

The packing industry has capital and brains, and it has or can get information. But policy, particularly in the selling end of the business, gives every evidence of being faulty.

It would seem that *the first object of selling is profit*, and if profit is not made sales effort is worthless.

That packers permit so much of their sales effort to give no concrete return appears to be a fundamental weakness in the business. There may be no means at times of avoiding sales losses, but there is little excuse for deliberately inviting such losses.

Too often packers buy their cattle, hogs and sheep without thought of what is to become of the product, saying, "The packinghouse must be kept in operation." Too little consideration is given to consuming conditions, and whether or not hogs or cattle are so high that the product therefrom is beyond the pocketbook of a sufficient number of consumers to limit distribution.

The packer believes his position in the trade must be maintained. If he loses on product one day, he hopes to make money the next day. At the end of the period his showing may be unsatisfactory, but he plans to make up his losses in the next period.

If the loss periods in the year do not overbalance the good ones, there is a profit. If there is a profit, it is not because a definite selling policy has been followed.

One of the first needs of every business is volume, but volume without profit is only a burden. Too many packers buy to keep their place in the trade, a most thankless task.

Economies are sought everywhere in the business, and the packer is justly proud when they are effected. But these economies are wiped out many times over by losses as a result of doubtful sales practices.

Here it is not a matter of economy, but one of policy. When will packers stop wasting so much money through this lack of sales policy?

Service to Nation's Industry

After much effort on the part of officials of the U. S. Department of Commerce, backed by business opinion, legislative status has been given to the trade representatives of the department located in all countries of commercial importance in the world.

While the act establishing this legislative status makes no additional appropriation and prescribes no new duties, it does insure the continuation of the very im-

portant work which is being carried on by these men.

It is these trade representatives who, among other things, study livestock and meat trade conditions in all the surplus producing and consuming countries, informing American packers of the need for American meats, or of the competitive situation in a given country, and just what the industry has to expect in the way of an export outlet for meats and fats in that country.

This move to gather commercial information was started in 1905 with only nine or ten representatives. It has been extended from year to year to include many industries and many types of information, until at the present time it covers 35 of the most important countries in the world, from a commercial standpoint.

The foresight of Secretary of Commerce Herbert Hoover and Dr. Julius Klein, chief of the Bureau of Foreign and Domestic Commerce, has resulted in steps that guarantee to the business interests of the country a service of exact information on the status of their individual industries and their trade outlets throughout the world.

Some Bad Trade Practices

Every industry attempts to develop a code of ethics by which business can be conducted on a more satisfactory basis for everyone concerned with it. The packing industry has been particularly active in this line.

Before any material progress can be made, however, there are a few trade practices which occasionally crop out—according to a recent survey made on the subject—and which must be done away with for the good of the industry.

Not only do they block the way of ethical progress, but they are economically wasteful. They include the retailer as well as the packer, and among them are listed the following:

Unjust returns of merchandise.

Unreasonable cancellations of orders.

Taking discounts not earned.

Failure to deliver at appointed time.

Misrepresentation of merchandise by salesmen.

Disregard of shipping instructions.

Salesmen promising things the company cannot fulfill.

Salesmen urging retailers to overstock.

Most packers, to be sure, are not guilty of these faults, nor are the majority of retailers. Some are, however, and it is these few who are a great drag on the entire industry.

The quicker such practices can be eliminated completely, the better for all concerned.

PRACTICAL POINTS FOR THE TRADE

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Thuringer Sausage

Fresh Thuringer sausage is appearing on the bills of fare in restaurants and at home and more frequently as the spring months approach. This sausage is used throughout the summer.

A young sausage maker who has had no experience in making this particular product asks for a formula. He says:

Editor The National Provisioner:

There is a lot of fresh Thuringer sausage being sold in our section and we would like to include it among the products we manufacture. We have never made this sausage so would like formula and instructions.

A very nice fresh Thuringer can be prepared according to the following formula:

Meats:

20 lbs. fresh lean veal or young boneless chucks, free from sinews
50 lbs. fresh extra lean pork trimmings
30 lbs. fresh back fat

100 lbs.

Grind veal or chucks through $\frac{1}{8}$ in. plate of grinder. Chop in silent cutter, adding 5 lbs. of ice. Chop medium fine, with 8 oz. of salt.

Grind the extra lean pork trimmings and back fat through $\frac{1}{4}$ in. plate of grinder.

Mix all together, adding the following seasoning:

1 $\frac{1}{4}$ lbs. salt
2 oz. ground nutmeg
6 oz. ground white pepper
2 oz. whole caraway seed

Mix for 2 minutes.

Stuff in medium hog casings, and link in pairs 6 to 8 in. long.

Hang on clean sticks and put in cooler.

The product made by this formula is not smoked. It is a fresh sausage like pork sausage, and is usually fried and served with red cabbage.

Thuringer Summer Sausage.

This product should not be confused with fresh Thuringer summer or cervelat sausage, a good formula for which is as follows:

250 lbs. lean boneless chucks (retrimmed)
50 lbs. back fat or shoulder fat (all fat)

If any lean meat is left on the back fat, the sausage would have to be frozen in order to comply with Government regulations, so it is best and most economical to leave out all lean pork trimmings and use only beef and fat backs or shoulder fat.

Grind the beef once through the $\frac{3}{8}$ inch plate of the grinder. Cut the back fat in small pieces, about the size of an egg and spread this with seasoning consisting of

10 lbs. salt
1 $\frac{1}{2}$ lbs. sugar
1 $\frac{1}{2}$ lbs. ground white pepper
6 oz. saltpepper

over the ground beef and chop once more through the $\frac{1}{8}$ inch plate of the grinder.

Put in the mixer and mix for 2 minutes. Shelve and hold in the cooler from 48 to 72 hours at 38 degs. to 40 degs. F. Mix

again for one minute. This makes it more pliable and easier to stuff.

Stuff in export or sewed hog bungs. Hold in cooler for 24 to 48 hours. Then hold at room temperatures for 4 to 5 hours 60 to 70 degs. F.

Smoke as suggested above for 24 hours, at 80 to 100 degs. F. Take from smokehouse and hang in dry room at 55 to 60 degs. F. for 24 hours. It is then ready for packing.

This sausage is sold fresh and should not be held for any length of time. This recipe would not do for fully dried sausage. It is **fresh Thuringer summer sausage**, and should be sold fresh.

Wrong Ham Methods

A packer complains of his finished hams showing discoloration at the outer edges when coming out of smoke, and wants to know what the trouble is. He says:

Editor The National Provisioner:

We are having trouble with our cured hams, and are writing this letter giving a description of our curing process so you can give us an opinion about the trouble.

The hams giving us the trouble now are placed in 60 deg. brine, and after about 45 days are placed in 45 deg. brine. They are thoroughly chilled before going down, and average from 10 to 16 lbs.

The hams are in cure from 60 to 70 days, and after taking them out of cure and smoking them they show a light, shiny green discoloration around the outer edges, and the fat that separates the muscles around the bone is soft and watery.

We might also add that these hams are pumped about two times during the process of curing.

Upon first cutting into the hams there is also a very slight odor. We are at present using city water, which we believe runs high in minerals. Do you think this water would cause any of the trouble?

We also pack the hams in tierces rather tightly. Could this cause any trouble?

The inquirer is having trouble with his hams and thinks the difficulty may be due to the water used in the curing formulas.

There are other faults in his method of

Smoking Bacon and Hams

Many inquiries have been received by THE NATIONAL PROVISIONER for smoking methods for cured meats. Full directions for soaking and smoking S. P. meats have been published in THE NATIONAL PROVISIONER, together with a summer smoking schedule for all products, giving hours in smoke and approximate shrinkage. A table of practice in wrapping meats also was given.

A reprint of this may be had by subscribers by filling out and sending in the following coupon, together with a 2c stamp:

THE NATIONAL PROVISIONER,
Old Colony Bldg.,
Chicago.

Please send me reprint on smoking bacon and hams.

Name

Address

City

Enclosed find a 2c stamp.

curing that would account for poor results, and it is probable that the water has little to do with the condition complained of.

Curing Methods Criticized.

To begin with, the strength of pickle is altogether too mild. Reducing the pickle after a certain length of time in the curing process is wrong. Also, there is no reason for repumping on the overhaul.

The length of time in cure for 10/16 lb. hams is too long, and it is entirely possible that this is responsible for the condition of the hams; that is, they are soft and watery because they are pickle-soaked.

The following curing formula is suggested for these hams: 35 lbs. sugar, 5 $\frac{1}{2}$ lbs. nitrate of soda to each 100 gallons of plain pickle, making the finished pickle 70 deg. strength at 36 to 38 degs. F. temperature.

The same ingredients can be used for the pumping pickle, although some curers raise the strength of this pickle to 85 degs. Recent investigations, however, have shown that the pumping pickle need not be so strong.

Then pump on the put-down, one stitch and two strokes in the shank, being sure the needle goes between the shank bone; then one stitch one stroke in the stifle joint, and one stitch one stroke in the blood vein.

This is all that is necessary in the way of pumping on the put-down. There should be no pumping whatever on the overhauling.

Curing Periods Suggested.

The length of time in cure is, for the

16 lb. hams 45 days

12 lb. hams 40 days

10 lb. hams 35 to 37 days.

Overhaul in 5, 15 and 30 days by taking hams from one container to another, also the pickle. In other words, use the same pickle, transferring it with the product.

If it is desired to rush the cure and diminish the curing time, say 5 days, when pumping on the put-down give one stitch and one stroke in the body, inserting the needle just above the aitch bone parallel with the body bone, and one stroke and one stitch under the aitch bone.

This will decrease the curing time about 5 days from the above time mentioned, but there should be no pumping on the overhauling.

It is assumed that this inquirer is curing his hams in tierces, when he mentions that he packs the hams tight in the tierces.

This tight packing is advised against. Sufficient space should be left in packing so that the pickle can circulate between the hams. Then in the last 10 or 15 days the cure could be rushed a little by overturning the tierces. In this way the hams change their position and the pickle passes between the product. In some cases this overturning is considered sufficient for overhauling.

Instructions for curing hams and bacon can be secured by subscribers by sending a 2c stamp with request to THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, Ill.

THE NATIONAL PROVISIONER

Saltwater and Nitrate

The difference between nitrate of soda and nitrate of potash or saltwater is still puzzling to many in the business of making sausage and doing curing. An Eastern sausage maker wants to know how much to use in curing formulas and the difference between the two. He says:

Editor The National Provisioner:

I don't know the difference between nitrate of soda and nitrate of potash. Can I use either one or the other?

Is there any difference in the quantity used? How much is used in curing formulas?

Regarding the quantity of nitrate required in curing. It should be remembered that nitrate of soda is stronger than nitrate of potash (saltwater) in the curing of meats. That is, 84 lbs. of nitrate of soda will do as much curing as 100 lbs. of nitrate of potash.

In the making of sweet pickle, 5 lbs. 3 oz. of nitrate of soda or 6 lbs. 8 oz. of nitrate of potash are required for each 100 gallons of finished pickle. In pumping pickle, 2 oz. of nitrate (either kind) is sufficient for each gallon of finished pickle.

For dry curing bellies, 5 oz. of nitrate of soda is used to each 100 lbs. of green meat. Where the nitrate is used in such small quantities as in dry cure and in sausage it makes no difference whether nitrate of soda or nitrate of potash is used.

In curing meats for sausage about 3 1/3 oz. of either nitrate of soda or saltwater is used to each 100 lbs. of meat.

(EDITOR'S NOTE.—Nitrate should not be confused with NITRITE of soda, which is ten times as powerful as nitrate, and must be used in an entirely different formula. In fact, no curer should attempt to use NITRITE without advice and expert assistance.)

Why is Lard Off Color?

When lard is off color after standing in the tank over night and before going to the clay kettle, what is the cause of the trouble?

A subscriber who has just installed a new outfit is having this difficulty. He says:

Editor The National Provisioner:

We have just started a new refinery here and are having a little trouble with the color of our lard.

The raw material is all put into the new compressor tanks, all the product being regular hog killing and cutting product.

Our advice from engineers here is that we are getting rust from the pipes through our steam boilers. We have tested the boilers with water only and the water is clear as can be. Therefore we are at a loss as to the cause. At first we thought it might be from the steel in the compressor tanks. This has been tested and we are convinced that it is not there.

Our method of procedure in cooking is as follows:

We first float our tanks with water, put bones in the bottom, then our material on top. The tanks are brought up to 40 lbs. pressure, which takes about two hours, and then the valve is just slightly opened allowing contents to cook three hours under pressure.

After the product has been cooked three hours, the exhaust valves are opened full and the material is allowed to stand until morning, when it is drained over into the receiving tanks. Before going into the clay kettle the product is a reddish color which follows into the cooler and while it is not quite so prominent then, we are not quite satisfied.

The inquirer complains of trouble with his lard being off color, and thinks the difficulty may be due to his new steam compressor tanks.

This off color may be due to any one of several causes.

First, if pickle trimmings are being used

along with the fresh fats, they are likely to cause a pinkish tinge in the lard.

Second, the inquirer should be very careful of the condition of the fat when going into the tank. He should make sure that the fats are washed free from blood, and that they are charged into the tank absolutely fresh. They must not be allowed to lie around any length of time without refrigeration.

Some lard experts advocate not only opening the exhaust valve as the inquirer says he does but removing the head from the tank as well, believing that while settling the lard should cool as rapidly as possible.

This method of operation is advocated because color develops in fat very rapidly when held at high temperatures. Even in open kettle rendered lard, a very considerable darkening occurs in holding over night in an ordinary storage tank at high temperatures.

Relieving the pressure on the tanks too quickly is also likely to cause discoloration. The cooking water in the tank is water only when under pressure. When pressure is suddenly relieved this water bursts into steam, mixing the contents of the tank—tallow, tank water and lard, all together. Fine tankage, which is red, never settles out well thereafter, and is certain to result in discoloration. The pressure should be allowed to die down slowly.

The inquirer will no doubt find the cause of his trouble in one of the things cited here.

Curing S. P. Meats

More money is lost in poor curing than in almost any other line of meat manufacturing.

Too many curers operate on the "by guess and by gosh" plan—and then wonder what's the matter with their meats!

In the old days the best curing formulas were kept under lock and key, and there was supposed to be some mysterious power in them.

Today the best curers all know the best methods, and there are no secret formulas. The secret is in the intelligent use of standard formulas.

Standard formulas and full directions for curing sweet pickle meats have been published by THE NATIONAL PROVISIONER. Subscribers can obtain copies by sending in the following coupon, accompanied by 2-cent stamp:

The National Provisioner:
Old Colony Bldg., Chicago, Ill.

Please send me copy of formula and directions for "Curing S. P. Meats."

Name

Street

City

Brands & Trade Marks

In this column from week to week will be published trade-mark applications of interest to readers of THE NATIONAL PROVISIONER which are pending in the United States Patent Office.

Those under the head of "Trade Mark Applications" have been published for opposition, and will be registered at an early date unless opposition is filed promptly by parties interested in preventing such registration.

Those under the head of "Trade Marks Granted" have been registered, and are now the property of the applicants.

TRADE MARK APPLICATIONS.

The Ohio Butterine Company, Cincinnati, Ohio. For oleomargarine. Trade Mark: UNO. Application serial No. 244,174. Claims use since Jan., 1912.

Brennan Packing Co., Chicago, Ill. For meat products, such as hams, shoulders,

Custom

lard, bellies, sausages, etc. Trade Mark: CUSTOM. Application serial No. 241,691.

The Wm. Schluderberg-T. J. Kudie Co., Baltimore, Md. For packers' products, namely, lards, creamery butter, hams, bacon, shoulders, sausage, pork roll, dried beef, cheese, lard compounds made from cottonseed oil and other oils. Trade Mark: BEAUTIES. Application serial No. 239,679.

◆ STATUS OF ENGLISH BACON.

The competition for the pork trade of Great Britain is very strong, according to reports from the U. S. Department of Commerce. The quick turn of the Dutch to bacon production has been a factor, and the British embargo on fresh meats, instead of reducing competition from this source, has resulted in heavier slaughtering and greater bacon production.

The absence of Dutch supplies of fresh pork last fall, together with relative cheapness of beef and mutton, raised pork prices so that demand was appreciably lowered. At the same time Dutch hogs to be used for bacon arrived on the English market with prices greatly reduced.

In the meantime Ireland increased her production of hogs, many of which were sent to England to be used as bacon, thus greatly lowering the prices of bacon hogs. There was, therefore, an extraordinary difference in price between hogs of bacon weight and porkers, the former being very cheap, and the latter relatively very dear.

Supplies now reaching Smithfield are irregular in quantity and quality, and generally speaking, are ungraded. The British farmer has done nothing to consolidate his position on this market. The coal strike, imports of Irish hogs and Dutch bacon have, however, kept hog prices fairly low.

It is expected that in 1927 Poland, Russia, Czechoslovakia, Bulgaria, and to a small degree, Germany, will be important factors in maintaining the prices of imported and home produced Wiltshire side bacon at a low level, as important elements in the distribution of continental bacon on the London market are gradually losing the Danish trade, which every year tends to become more centered in the Danish Bacon Grading Company. Hence, a search is being made for other sources of supplies. Aside from this, a greater measure of stability in Eastern Europe is tending to develop export markets.



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A Page for the Packer Salesman

Quality, Price and Service Three Biggest Factors in Selling Packinghouse Products

Quality, price and service are the "big three" in selling packinghouse products, says this packer salesman.

They are about equally important, as they all enter into every sale in a large way, he points out.

Read his letter:

Editor THE NATIONAL PROVISIONER:

The business of selling packinghouse products is influenced by three factors. They are quality, price and service, and each is equally important.

In fact, so closely are they tied up that they might almost be considered as one factor containing three parts.

Taking them up in order, we will first consider quality.

Quality Product is First Point.

If the salesman has a quality product to sell—one that he has confidence in and that he need not make apologies for when comparing it with competitors' lines—a good part of his battle is already won.

And if the product is satisfactory and pleases the customer, the question of price will not be so important to the buyer who is particular and who has a discriminating trade. So long as the price is somewhere nearly in line with competitors' prices for a similar product, the actual price figures will be a secondary consideration to a buyer of quality goods.

This is especially true in the case of such products as ham, bacon, ready-to-serve meats, etc.

Some Buyers See Only Price.

Some buyers, however, are interested only in price to the exclusion of every other consideration. These buyers, as a rule, offer a place to move any accumulation of second grade products.

Service—the last but not the least important of the three factors—means delivery at the time specified, careful selection and packing, etc.

It has been said that the salesman who can deliver his product in the shortest time and in the best condition has a big advantage over the one whose plant cannot or will not ship product promptly and in good condition.

Yours very truly,

PACKER SALESMAN.

HOW TO GET VOLUME AND PROFIT

Here is one sure way to increase volume, which every packer is striving to develop:

Call on more customers, and sell more products. Consummation of these two efforts on the part of the salesman will enable the packer to cut down his overhead.

It doesn't cost the packer twice as much to sell 300 pounds of bacon as it does to dispose of 150 pounds, and the expense of processing 2,000 hogs is not twice the expense entailed in killing 1,000.

In dealing with an entirely new customer, as well as trying to sell more prod-

ucts to a regular customer, it is well to ascertain which motives tend to influence the purchases of the prospective customer, or the regular customer.

Then, the next step is to concentrate all your sales efforts on stimulating these motives.

By developing the appeal to each motive consistently, greater sales power is generated than when a salesman skips from one motive to another promiscuously.—*Meat Trade Topics.*

REGAINING LOST CUSTOMERS.

One of the most costly features of modern business, and perhaps the most difficult to control, is the loss of "old" customers—customers whose business the firm has been enjoying over a period of time, and who for unknown reasons suddenly discontinue their patronage.

Various influences may have caused the breaking off of the account. Something an employee has said or done, intentionally or unintentionally, may have offended the customer.

An imperfection of goods may have dissatisfied him and caused him to "try somebody else." Delayed delivery or indifferent service may have inspired the change.

Whatever the cause of the loss of the customer, it is evident that the first thing toward regaining the account is to find out why he has left.

A method for accomplishing this purpose which appeals as being at once tactful and effective, is that used by a certain retail concern, as follows:

On their regular monthly statement form, dated and addressed to the customer, they typewrite (in lieu of the monthly statement) the following:

"We regret exceedingly to note that your statement is blank this month, and we are wondering if we may not serve you in some way.

"We trust that your past purchases from us have been entirely satisfactory in every way and assure you that your patronage is sincerely appreciated.

"Drop in and say 'Hello' occasionally. We will be glad to see you and to show you without obligation any furniture, rugs, stoves or crockery in which you may possibly be interested.

"This week on our main floor we are featuring a completely furnished living room exhibit which we cordially invite you to inspect."—*"Doorways."*

Sausage Garters.

"Those sausage garters I adore."

Said May; then did her friend implore That she explain just what they were, "Below-knees," sweetly came from her. —*Exchange.*



THE GO-GETTER IS A PRICE GETTER.

Boost the Price Getter

Salesman Says Day of Price Cutter Rapidly Passing

Let's ignore the price cutter, says this packer salesman. He is losing ground steadily, and does not deserve any further consideration.

What we should talk about, he declares, is the "Price Getter," the salesman who is well informed about the industry and who gets the price for what he sells.

He says:

Editor THE NATIONAL PROVISIONER:

We have discussed the "price cutter" at length on the "Page for Packer Salesman" and it seems to me that there is little more we could say about him.

The price cutter is losing ground, and I move we ignore him from now on, giving him no mention, and in his stead, promote the "Price Getter."

Always on the Job.

The price getter, I have noticed, generally holds his job. He is conscious of the source of his pay check, but never mentions pay day or Saturday noon.

It makes no difference to him what the other fellow is getting, for he takes it for granted that the man for whom he is working knows what his product is worth. If he does not have faith in this respect, there is no hope for him.

His time is consumed in selling, not meeting prices; in talking quality, not quantity; in working for his company, not for his competitor's cheap customer.

A Real Salesman.

In other words, he is a SALESMAN—a Price Getter. He knows his industry and his product, and because he *knows* what he is doing, he is more valuable to his company.

More power to the Price Getter!

Yours truly,

M. W. STULTS.

Monmouth, Ill.

INDUSTRY BREEDS CONTENT.

When a fellow is discontented he generally is unwilling to undergo the discipline which wins content, and its allied emotion, happiness.

There are people who are so blind to the eternal truths of human life as to wish for an existence of complete idleness, with no tasks, no duties, no occupation whatever. Busy people are invariably more contented than those who are consistent loafers.

The man who tries to get by with the least possible amount of physical or mental industry is never contented. Work is the best cure for discontent because work is service and service fills a man with joy.

Service rewards both the man who renders it and his fellow men. Discontent corrodes and stifles all the better things in a man's heart and fills it with envy, malice and bitterness.—*Old Hickory Smoke.*

Just Perfectly Killing.

"Really, Mrs. Rafferty, your argument with your husband last night was very amusing."

"Wasn't it though! And when he threw the axe at me I thought I'd split."

Pork Production in the World War

Part Played by American Packer and Producer in Feeding World Both During War and Afterward

XXV—Hoover's Relief Measures Help American Pork Market

Lack of Commercial Organization and Credit to Meet Food Needs of Liberated Countries—United States to Furnish Most of Supplies and Money—American Representative Sent to Belgrade to Take Charge of Distribution of Supplies to Certain Sections—British and French Cooperate—Establishment of Supreme Council of Supply and Relief—Hoover Named Director General of Relief in Europe—Measures to Relieve Pork Market—Credit Due American Packers for Cooperation They Gave and Risk They Took—Difficulties of Administering Food Relief.

This is the twenty-fifth in a series of reviews of the book on "American Pork Production in the World War," by Dr. Frank M. Surface, who was economic adviser to the Federal Food Administration. (A. W. Shaw Co., Chicago & New York.)

For the first time the inside story is told of the part played by the meat packer and the meat producer in the world war and the times that followed it.

Documents and correspondence never before made public are taken up in this story, and some interesting incidents and comments made known.

THE NATIONAL PROVISIONER has the serial rights to the republication of this book, and these reviews will appear from week to week until the entire story has been told.

One outcome of the war was the development of many new nations, all of which had neither adequate credit nor the commercial organization necessary to meet the immediate needs of the distressed peoples. Some of the enemy countries were in much the same position.

When Herbert Hoover went to Europe immediately after the signing of the armistice, it had been hoped that a satisfactory basis of cooperation for relief could quickly be arrived at. This was not so easy. Opposition and delay were encountered.

When the question of relief to liberated countries came up, the Allies proposed that the direction of the relief work should

be placed in the hands of an Inter-Allied Board, consisting of two members from each of the four associated governments.

Relief Plan Not Equitable.

This arrangement was strongly opposed by Mr. Hoover and the other American representatives. At the outset it was clear that practically the whole of the relief supplies and certainly the greater portion of the finance would have to be furnished by the United States. Under these conditions it was felt that the United States must maintain control over its own resources, and that this country could not delegate the predominant voice as to the distribution of these supplies to other nations.

As there was long discussion without concrete results, and as the food situation was becoming critical in certain sections of Europe, Mr. Hoover suggested that the American government take independent action, but invite the Allies to cooperate if they wished. This proposal was approved and acted on, and Col. W. G. Atwood of the United States Army was sent to Belgrade to set up relations with the Serbian government. Spurred by this concrete evidence of activity, the British and French decided to cooperate, and named delegates for the several points at which Mr. Hoover had started operations.

Food Situation Was Desperate.

During the two months following the armistice in which Mr. Hoover had earnestly endeavored to secure an agreement with the Allies upon some plan of cooperation acceptable to the American government, the food situation in the liberated countries had become more and more desperate. During this period also the situation in the American market had reached a crisis. At the end of December the Allies had refused to open the block-

ade and the British had canceled all orders for pork.

But it was not until near the middle of January that the Allies finally participated in the American proposal for the organization of the relief work and that Mr. Hoover was actually made Director General of Relief. Even then the Allied governments were either unable or unwilling to furnish any immediate material assistance in financing the relief work, and the first burden of it had to be carried by the Americans.

However, the definite agreement by the Allies upon a plan of action and the establishment of the Supreme Council of Supply and Relief enabled the American representatives to go ahead with certain phases of this work which had been impossible until this agreement was reached.

Relief Work Coordinated.

At a later date (February 27, 1919) the Council of Supply and Relief was transformed into the Food Section of the Supreme Economic Council, through which its action was coordinated with the Supreme War Council. Through the Council of Supply and Relief and later through the Supreme Economic Council it was possible to coordinate, under the direction of the Director General of Relief, all of the relief activities of the four governments.

This coordination enabled the relief programs for the several liberated countries to be formulated and carried out—a task which would have been impossible for the United States working alone because of the many political questions which, of necessity, were involved.

This coordination also permitted several joint actions to be taken by the Associated governments, as, for example, the delivery of relief supplies to Austria valued at \$48,000,000 and financed jointly by the United States, Italy, France, and Great Britain. This action assisted in relieving the American market of some of its surplus supplies.

Shortly after the armistice, the President had authorized the Food Administration Grain Corporation to extend its sphere of operation outside of the United States. The purpose of this extension was to assist both in the relief work and also in the disposal of American surplus food products.

Congress Votes Funds for Relief.

A bill was also introduced in Congress making a special appropriation for the relief of the liberated countries of Europe. Owing to delays incident to legislative action, this measure did not pass both Houses of Congress until near the end of February. It carried a special appropriation of \$100,000,000 which could be used as a revolving fund for relief in non-enemy countries and provided that, so far as possible, expenditures under the act should be reimbursed by the governments of the peoples to whom the relief was furnished.

In the meantime, Mr. Hoover, with the President's approval, had organized the American Relief Administration for the purpose of coordinating the activities of various American organizations, including the United States Food Administration, the Food Administration Grain Corporation, the special congressional appropriation for relief, and public charity.

The President also authorized the American Relief Administration to contract with the Grain Corporation to act as its agent in the purchase, storage, and transportation of foodstuff and supplies for the relief work. The ability to utilize the Grain Corporation, with its established commercial machinery as a purchasing and transportation agency, greatly simplified the carrying out of the relief work.

Foodstuffs Begin to Move Abroad.

As previously pointed out, Mr. Hoover had arranged for the dispatch of some

(Continued on page 52.)

QUALITY FIRST!

Over twenty-five years have been devoted to the manufacture of a high-grade Packers' Oiled Manila in which quality has been the first consideration.

St. Regis paper costs no more than other brands, but it is a superior product.

It is odorless, tasteless and will not contaminate your meat. We guarantee it! Specify "ST. REGIS" and be assured of a sanitary, proven product.

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PROVISIONS AND LARD

WEEKLY REVIEW

All articles under this head are quoted by the barrel except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

Trade Quiet—Price Movement Narrow—Exports Moderate—Hog Movement Fair.

The price movement in provisions the past week has been rather limited. There has been a slight gain in both hogs and products, but the gain has not been important. There is however, a little better feeling and some evidence of more confidence in the situation.

There has been a little selling of the future market, influenced by the pronounced decline in the grain market, particularly the sharp break in corn, but there was resistance enough on the decline to cause a recovery and a fairly firm position in the market. The action of the oil market at New York was somewhat disappointing, but did not seem to have much influence on lard.

Cattle and Sheep Decrease Steadies Hogs.

The hog receipts at the leading markets for the past week were 501,000 against 491,000 last year, while the receipts of cattle showed a decrease of 45,000 compared with last year, and the receipts of sheep showed a decrease of 78,000.

The heavy falling off in the cattle and sheep movement was possibly a factor in the steadiness in the live hog market. The average price of hogs for the week showed a fractional loss compared with the preceding week, but prices have steadied up within the past few days.

The export movement of products continues disappointing compared with last year. The exports of lard for the past week of 7,755,000 lbs. compared with 14,525,000 lbs. last year, and meats were 5,173,000 lbs. against 9,043,000 lbs. a year ago.

Foreign Interest Lacking.

The lack of foreign interest in the market continues to be quite disappointing, but the figures of the packing statistics on the other side, do not give any reasonable explanation of the falling off in the foreign demand.

It has been argued, however, that owing to the increased number of livestock on the Continent there was every reason for expecting a decrease in the demand for fats and meats from North America. The figures recently given out at Washington of the principal countries showing hog slaughtering for the past year, do not indicate any gain in the European total which would be suggestive of such conditions.

World Hog Slaughters.

The figures given out are as follows:

	1926.	1925.
United States, federal inspected	40,636,000	43,043,000
Denmark, cooperative killings	3,100,000	3,080,000
Canada, inspected slaughter	2,491,000	2,642,000
Ireland, number cured and exported alive	1,094,000	968,000
Argentina, in packing plants	250,000	100,000
Germany, at 38 most important slaughter points	3,306,000	3,182,000
Total	50,877,000	53,015,000

The slaughter of hogs in the United States during the month of February was slightly in excess of last year, and for eight months there is a slight gain compared with a year ago. The slaughter of

cattle shows a slight increase, of calves a slight decrease, while sheep show nearly 10 per cent increase.

The comparative figures of the slaughter in February and for eight months follow:

	Year.	This year.
Hogs, Feb.	3,394,560	3,361,165
Hogs, 8 mo.	27,465,265	27,215,420
Cattle, Feb.	700,423	604,616
Cattle, 8 mo.	6,962,251	6,907,257
Calves, Feb.	376,008	378,008
Calves, 8 mo.	3,005,757	3,049,409
Sheep, Feb.	1,005,635	987,730
Sheep, 8 mo.	8,857,924	8,157,748

The total available supply of meat products, taking the combined slaughter of all live stock, shows an appreciable increase over last year for the corresponding time. In view of the moderate exports, this has meant a more liberal supply for the domestic trade. The domestic trade has been fair, although not particularly active, but apparently enough to sustain values on quite a steady basis.

Expect Decrease in Cotton Acreage.

Quite a little attention has been devoted

PORK PRODUCTS EXPORTS.

Exports of pork products from principal ports of the United States during the week ending March 19, 1927, with comparisons, are reported by the U. S. Department of Commerce, as follows:

	Week ending			1927.
	Mar. 19.	Mar. 20.	Mar. 12.	
	1927.	1926.	1927.	
M. lbs.	M. lbs.	M. lbs.	(a) M. lbs.	

Ham and Shoulders, Including Wiltshire.

Total	550	1,450	688	21,277
To Belgium	497	1,162	545	18,001
United Kingdom	58	—	—	268
Other Europe	163	—	—	1,493
Cuba	131	115	—	1,514

Bacon, Including Cumbenders.

Total	3,313	5,035	2,511	30,902
To Germany	158	450	301	1,038
United Kingdom	3,021	4,675	1,501	19,428
Other Europe	134	464	613	5,420
Cuba	1	1	3,958	—
Other countries	46	35	—	1,138

Lard.

Total	13,693	14,240	5,888	143,327
To Germany	6,105	5,150	278	34,526
Netherlands	594	732	322	11,628
United Kingdom	5,981	4,420	2,578	45,654
Other Europe	1,013	1,054	803	14,485
Cuba	1,909	528	15,872	—
Other countries	975	1,379	21,152	—

Pickled Pork.

Total	217	387	304	4,502
To U. Kingdom	25	59	75	706
Other Europe	12	20	2	139
Canada	179	226	138	1,114
Other countries	1	82	86	2,543

TOTAL EXPORTS BY PORTS WEEK MAR. 12.

	Hams and shoulders, Bacon	Pickled pork.
	M. lbs.	M. lbs.
Total	550	3,313

Boston	—	864	10
Detroit	491	280	1,396
Port Huron	—	—	476
Key West	b	b	b
New Orleans	b	b	b
New York	—	857	10
Portland, Me.	50	12	100

DESTINATION OF EXPORTS.

Exported to:	Hams and shoulders, Bacon	Pickled pork.
	M. lbs.	M. lbs.
United Kingdom (total)	497	3,021
Liverpool	204	1,801
London	—	687
Manchester	7	—
Glasgow	156	418
Other United Kingdom	40	25

Exported to:	Lard, M. lbs.
Germany (total)	6,105
Hamburg	5,096
Other Germany	109
a Corrected to February 28.	—
b Reports not received.	—

to the recent statement by the government of the proposed seeding of feed grains this year. The figures on corn show an increase in the South Atlantic states of 3 per cent over last year, and an increase in the South Central of 12.8 per cent over last year. This means that there will possibly be a considerable increase in the acreage of corn through the South, and the same condition pertains to oats, as the probable increase in the South, likewise to barley.

There is also promise of an increase in the acreage of hay, peanuts, potatoes, and sweet potatoes, so that there is quite good ground for expecting that the acreage in cotton will be considerably reduced, and therefore there will be probabilities of a smaller cotton crop and of a smaller supply of cottonseed and cotton oil to come in competition with the lard market.

The hog-corn ratio has changed slightly, but the decline in hogs has been about offset by the decline in corn, and with corn around 70c, and hogs a little over 11 1/4c the spread is still a very wide one, and there has been no development in the feeding situation before the end of the year.

There is a possibility that with the supply of livestock indicated for the Western and Central Western states, and the indications for the feed grain acreage, there may be a readjustment in the feeding situation before the end of the year.

PORK—Demand was steady with New York mess quoted at \$37.50; family, \$39.50@41.50; and fat backs, \$30@33. At Chicago, mess was quotable at \$37.

LARD—Demand was quiet to fair from the domestic trade, but export interest continued quite moderate. At New York, prime western quoted at \$13@13.10; middle western, \$12.85@12.95; city, 12 1/2@12 1/4c; refined to the Continent, 13 1/4c; South America, 14 1/4c; and Brazil kegs, 15 1/4c.

At Chicago, regular lard in round lots quoted at 15c under May; loose lard, 95c under May; and leaf lard, \$1.30 under May.

BEEF—Demand was rather limited but prices were steady, with mess at New York quoted \$19@21; packet, \$19@21; family, \$21@22; extra India mess, \$34@36; No. 1 canned corned beef at \$2.50; No. 2 at \$4.25; 6 lbs., \$12.75; pickled tongues, \$55 @60 nominal.

SEE PAGE 47 FOR LATER MARKETS.

MEAT IMPORTS AT NEW YORK.

Imports of meats and meat products received at the port of New York for the week ending March 19, 1927, are reported officially as follows:

Point of origin.	Commodity.	Amount.
Canada—Calf carcasses	—	366
Canada—Pork tenderloins	—	540 lbs.
Canada—Pork cuts	—	98,732 lbs.
Canada—Smoked meat	—	1,543 lbs.
Canada—Pork loins	—	5,255 lbs.
Canada—Calf livers	—	462 lbs.
Canada—Beef brains	—	300 lbs.
Canada—Beef livers	—	12,085 lbs.
Canada—Sweet pickled pork	—	21,000 lbs.
Germany—Smoked pork	—	1,389 lbs.
Germany—Sausage	—	1,111 lbs.
Holland—Smoked ham	—	1,810 lbs.
Ireland—Smoked pork	—	1,948 lbs.
Uruguay—Canned corned beef	—	200,880 lbs.
Paraguay—Canned corned beef	—	144,000 lbs.
Czechoslovakia—Cooked hams in tins	—	477 lbs.
Argentina—Beef extract	—	25,200 lbs.
Argentina—Corned beef in tins	—	360,900 lbs.
Italy—Sausage	—	28,872 lbs.
Italy—Smoked pork	—	503 lbs.
Italy—Dry salt pork	—	50 lbs.

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Steam at 5 to 100 lbs. pressure and Cold Water at any pressure, piped to this Powers mixer will give you COLD—WARM—or HOT water—instantly. It maintains whatever temperature is desired regardless of pressure changes on steam or cold water lines.

Positively safe against scalding—no “shots” of hot or cold water—no noise! Economical and Durable.

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The Cincinnati Butchers' Supply Co., Cincinnati-Chicago
The American By-Product Machinery Co., New York City

CURRENT LARD STATISTICS.

Lard produced, consumed and stocks on hand, including both domestic consumption and exports for the first two months of 1927, with comparisons, are reported as follows:

LARD PRODUCED, CONSUMED AND STOCKS ON HAND.

	(A) (1) PRODUCED.	1927. Pounds.	1926. Pounds.
January	148,790,000	162,314,000	
February	120,370,000	126,905,000	
Total	269,160,000	289,219,000	
	CONSUMED.		
	(B) (2) Exports.		
January	61,395,426	78,795,905	
February	Not available	66,598,654	
Total	Not available	145,394,559	
	(C) Domestic		
January	67,810,574	61,800,095	
February	Not available	48,348,346	
Total	Not available	110,157,441	
	TOTAL		
January	129,206,000	140,605,000	
February	112,556,000	114,947,000	
Total	241,762,000	255,552,000	
	(D) STOCKS HELD END OF MONTH.		
On hand beg. of year	40,992,000	42,478,000	
January	60,576,000	64,187,000	
February	77,390,000	76,145,000	

(A) Includes entire production, both neutral and other edible by federally inspected plants and also production, both neutral and other edible, by plants not federally inspected, except a few small ones, but does not include production on farms.

(B) Includes both neutral and other edible lard.

(C) Apparent consumption.

(D) Includes stocks held in cold storage plants and packing house plants only.

(1) Source:—Bureau of Agricultural Economics, U. S. Department of Agriculture.

(2) Source:—Bureau of Foreign and Domestic Commerce, U. S. Department of Commerce.

ANIMAL FATS EXPORTS.

Exports of animal oils and fats from the United States during the period July, 1926, to January, 1927, with comparisons, are reported by the U. S. Department of Agriculture as follows:

	1926-27. Pounds.	1925-26. Pounds.
Lard	374,738,000	388,034,000
Lard compounds	6,063,000	10,466,000
Lard, neutral	9,968,000	12,756,000
Oleo oil	52,352,000	45,673,000
Oleo stock	5,829,000	4,913,000
Total stearins & fatty acids	6,301,000	6,671,000
Tallow	3,078,000	8,039,000
Total other animal oils, greases and fats	52,124,000	41,978,000
Total oils and fats	514,318,000	518,293,000

* Not quoted.

Newman
GRINDER-PULVERIZERS
WICHITA, KANSAS

419-425 W. 2nd St.,
Wichita, Kansas

BOSTON MEAT SUPPLIES.

Receipts of western dressed meats and slaughter under federal and city inspection at Boston, Mass., are officially reported as follows for the week ending March 19, 1927, with comparisons:

	Week ending Mar. 19.	Prev. week.	Cor. week. 1926.
Western dressed meats:			
Steers, carcasses	2,490	2,288	2,578
Cows, carcasses	2,606	2,764	2,066
Bulls, carcasses	42	50	54
Venals, carcasses	1,166	1,205	1,320
Lambs, carcasses	14,064	14,021	16,362
Mutton, carcasses	651	536	393
Pork, lbs.	536,037	514,892	538,840
Local slaughters:			
Cattle	1,176	1,212	1,042
Calves	3,196	2,631	3,379
Hogs	9,820	11,408	11,488
Sheep	3,257	3,562	2,973

EUROPEAN PROVISION CABLES.

The market at Hamburg shows little alteration, says J. E. Wrenn, American Trade Commissioner, Hamburg, Germany, in his weekly cable to the U. S. Department of Commerce.

Receipts of lard for the week were 1,600 metric tons. Arrivals of hogs at 20 of Germany's most important markets were 100,000, at a top Berlin price of 13.63c a pound, compared with 67,000, at 18.39c a pound, for the same week last year.

The total of pigs bought in Ireland for bacon curing was 16,000 for the week, compared with 14,000 for the same period last year.

Stocks at Liverpool, March 19, 1927, were:

	Hamburg.	Prices
Stocks.	Demand.	Cents per lb.
Refined lard	Med.	14.07@14.18
Frozen pork livers	Med.	@ 5.67
Extra lard oil	Med.	@ 12.93
Fat backs, 8-10 lbs.	Poor	*
Other fat backs	Med.	Poor
Extra oleo stock	Hvy.	@ 8.37

	Rotterdam.	Prices
Extra neutral lard, lt.	Poor	15.65@15.56
Refined lard	Med.	@ 13.83
Extra oleo oil	lt.	@ 12.74
Prime oleo oil	Med.	@ 11.83
Extra oleo stock	lt.	@ 11.83
Extra premier jus, Hvy.	Poor	@ 8.37
Prime premier jus, Hvy.	Poor	*

	Liverpool.	Prices
Hams, AC, light	Med.	21.92@22.57
Hams, AC, heavy	Med.	21.92@22.57
Hams, long cut	Med.	21.92@22.57
Cumberland, light	Med.	17.58@18.23
Cumberland, heavy	Med.	17.58@18.23
Square shoulders	Med.	15.19@15.44
Picnic	Med.	15.19@15.44
Clear bellies	Med.	18.53@20.40
Refined lard boxes	Med.	14.21@14.32

March 26, 1927.

THE NATIONAL PROVISIONER.

37

TALLOW, STEARINE, GREASE AND SOAP

WEEKLY REVIEW

TALLOW.—The market for tallow the past week has been generally quiet and steady with offerings rather limited and with prices generally steady.

Reports of sales of outside stuff equal to extra at 7½c delivered were current and there were some claims that fairly good sales of tallow had been quietly made to consumers the early part of the week. However, the market for extra at New York was generally quoted at 7½c with some asking 7¾c.

Consumers were not particularly anxious for supplies, according to most authorities, while on the other hand, sellers were not pressing. Special loose at New York was quoted at 7½c, and edible quoted at 8½@8½c. At Chicago, the market was steady, with edible quoted at 8½c; fancy at 8c; prime packer at 7¾c; No. 1 at 7½c; and No. 2 at 5½@6c.

At Liverpool, Australian tallow showed little or no change during the week, with fine quoted at 39s and good mixed quoted at 36s 3d. At London there was no tallow auction this week.

Some sales of extra reported at 7½c.

STEARINE.—The market was somewhat easier with sales of oleo at New York at 10c and with the market quoted at that level. At Chicago, rather quiet conditions prevailed with oleo quoted at 10@10½c.

Stearine sold at 9½c and also asked.

OLEO OILS.—A rather quiet market, but a steady undertone was the feature at New York with prime quoted at 12c; medium at 11c and lower grades at 9½c nominal. At Chicago, demand was limited, and extra quoted at 11½c.

SEE PAGE 47 FOR LATER MARKETS

LARD OIL.—The market was quiet and slightly easier, particularly for the better grades, with edible New York quoted at 15c; extra winter at 13½c; extra 12½c; extra No. 1 at 11½c; No. 1 at 11c; and No. 2 at 10½c; but some improvement in demand was reported on the decline.

NEATSFOOT OIL.—A fairly good demand was in evidence and the market was steady with pure New York quoted at 12½c; extra at 11½c; No. 1 at 11c; and cold test at 16½c.

GREASES.—Demand for greases continues quite slow, and generally the market remains in an awaiting position with small routine business passing. Sentiment is mixed and the undertone about steady. Developments in other quarters are being watched closely but the grease market has been without any particular feature throughout the week.

At New York, choice house was quoted at 6½@7c; yellow, 6½@7c; A white 7½c; B white, 7½c; and choice white, 9½@10c. At Chicago, export demand for white grease was slow, and domestic demand quite moderate. At Chicago, brown quoted at 5½@6c; yellow, 6½@6½c; B white, 7c; A white, 8c; and choice white, 8½c.

EASTERN FERTILIZER MARKETS.

(Special Report to The National Provisioner.)

New York, March 25, 1927.—Business in general in both fertilizer and feeding materials is very slow. There is some demand here and there for material for quick shipment such as potash salts, tankage and bonemeal, but on the whole, trading is light.

Both nitrate of soda and sulphate of ammonia are a little lower in price, due to lack of demand for nitrate, and increased production of sulphate of ammonia, except in the south where sulphate is scarce for prompt shipment.

Ground tankage is well sold up here and what small quantity is for sale does not seem to find buyers.

South American ground dried blood was sold for May shipment at \$3.80 c.i.f. Pacific Coast ports.

Packinghouse By-Products

Chicago, March 24, 1927.

Blood.

Very little doing in the blood market during the week.

Unit ammonia.

Ground and unground..... \$4.75@5.00

Digester Hog Tankage Materials.

Market reported quiet with very little trading coming to light.

Unit ammonia.

Ground, 11 to 12% ammonia..... \$5.15@5.35

Ground, 6 to 10% ammonia..... 4.50@5.00

Unground, 11 to 13% ammonia..... 5.00@5.25

Unground, 6 to 10% ammonia..... 4.25@4.90

Fluid stick, 7 to 11% ammonia..... 3.25@3.80

Fertilizer Materials.

Market about unchanged and very quiet for the week, with little trading.

Unit ammonia.

High grade, ground, 10-11% ammonia..... \$8.25@8.35

High grade, ground & ungrd. 6-9% am..... 2.75@3.00

Hoof meal..... 3.00@3.25

Bone Meals.

Bone meals for fertilizer uses are dull, as most buyers and sellers are apart in their views.

Per Ton.

Raw bone meal..... \$82.00@40.00

Steam, ground..... 26.00@37.00

Steam, unground..... 24.00@30.00

Cracklings.

The cracklings market remains quiet with little change reported from last week.

Per Ton.

Hard prsd. & exp. ungrd., per unit protein, \$1.20@1.25

Soft pressed pork, ac. grease and quality, \$0.00@\$.05.00

Soft pressed beef, ac. grease and quality, \$0.00@\$.05.00

Horns, Bones and Hoofs.

Not much activity reported in this market during the past week.

Per Ton.

Horns..... \$50.00@175.00

Round shin bones..... 45.00@50.00

Flat shin bones..... 42.00@45.00

Thigh, blade and button bones..... 40.00@45.00

Cattle hoofs..... 35.00@38.00

(Note.—Foregoing prices are for mixed carloads of unassorted materials indicated above.)

Gelatine and Glue Stocks.

Cattle jaws, skulls and knuckles in active demand, while sinews, pizzles and hide trimmings quiet.

Per Ton.

Kip and calf stock..... \$30.00@39.00

Rejected manufacturing bones..... 45.00@47.50

Horn piths..... 37.00@38.00

Cattle jaws, skulls and knuckles..... 37.00@37.50

Sinews, pizzles and hide trimmings..... 24.00@25.00

Animal Hair.

Hog hair market continues extremely dull and lifeless.

Per Pound.

Coil and field dried..... 2 @4c

Processed grey..... 4½@7½c

Black dyed..... 5½@8c

Cattle switches, each*..... 4 @5c

*According to count.

Pig Skins.

Very little trading reported in this market during the week.

Per Pound.

Tanner grades..... 7 @7½c

Edible grades, unassorted..... 4½@4½c

CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, March 22, 1927.—Latest quotations on chemicals and soapmakers' supplies:

Lagos palm oil in casks of about 1,600 lbs., 9@9½c; lb.; olive oil foots, 10@10½c lb.

East India Cochin cocoanut oil, 15½c lb.; Cochin grade cocoanut oil, domestic, 10½c lb.; Ceylon grade cocoanut oil, 10½c lb.

Prime summer yellow cottonseed oil, 10½@11½c lb.; raw linseed oil, 10½c lb.

Extra tallow, f.o.b. seller's plant, 7½c lb.; dynamite glycerine, nom. 24c lb.; chemically pure glycerine, nom. 27c lb.; saponified glycerine, nom. 18½c lb.; crude soap glycerine, nom. 17c lb.; prime packers' grease, nom. 6½@7c lb.

PHILADELPHIA MEAT SUPPLIES.

Receipts of western dressed meats and local slaughter under city and federal inspection at Philadelphia, Pa., are officially reported as follows for the week ending March 19, 1927, with comparisons:

	Week ending Mar. 19.	Prev. week.	Cor. week.
Western dressed meats:			
Steers, carcasses	2,203	3,523	2,177
Cows, carcasses	1,088	679	849
Bulls, carcasses	403	366	244
Veals, carcasses	2,207	2,062	2,139
Lambs, carcasses	8,907	10,148	9,906
Butcher, carcasses	1,011	1,345	1,187
Pork, lbs.	450,121	432,718	483,700
Local slaughter:			
Cattle	1,863	2,006	2,343
Calves	1,881	2,288	2,337
Hogs	16,257	18,561	17,060
Sheep	4,883	4,178	5,315

NEW YORK MEAT SUPPLIES.

Receipts of western dressed meats and local slaughter under federal inspection at New York City, N. Y., are officially reported for the week ending March 19, 1927, with comparisons, as follows:

	Week ending Mar. 19.	Prev. week.	Cor. week.
Western dressed meats:			
Steers, carcasses	7,317	7,808	7,789
Cows, carcasses	719	880	1,072
Bulls, carcasses	81	96	77
Veals, carcasses	11,524	9,843	12,504
Lambs, carcasses	22,900	23,124	20,064
Butcher, carcasses	2,428	3,274	3,510
Beef cuts, lbs.	600,984	710,053	477,648
Pork cuts, lbs.	1,438,338	1,404,756	1,482,232
Local slaughter:			
Cattle	8,488	9,201	9,517
Calves	14,663	15,312	14,714
Hogs	47,077	49,595	45,408
Sheep	40,172	44,047	44,404

LARD AND GREASE EXPORTS.

Exports of lard from New York, Mar. 1 to Mar. 23, 25,811,676 lbs.; tallow, none; grease, 2,488,800 lbs.; stearine, none.

THE KENTUCKY CHEMICAL MFG. CO., Inc.

COVINGTON, KY. Opposite Cincinnati, Ohio

Buyers of Beef and Pork Cracklings

Both Soft and Hard Pressed

There must be a good reason why a group of large, conservative, successful companies concentrate on one single make of equipment.

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C Company — Two	5'x9'	Western Territory—now building
	Twelve 5'x9'	Western Territory—now building
	Two 5'x9'	Central Territory—recently shipped
D Company — Three	5'x9'	Western Territory—recently shipped
	Five 5'x9'	Western Territory—recently shipped
	Eight 5'x9'	Export—recently shipped
	Four 5'x16'	Eastern Territory—now building
E Company — Four	5'x12'	Central Territory—now building
F Company — Four	5'x16'	Chicago—recently shipped
	One 5'x9'	Chicago—recently shipped
G Company — Four	5'x16'	Eastern Territory—recently shipped
H Company — Two	4'x7'	Eastern Territory—now building
I Company — Three	5'x9'	Export—recently shipped

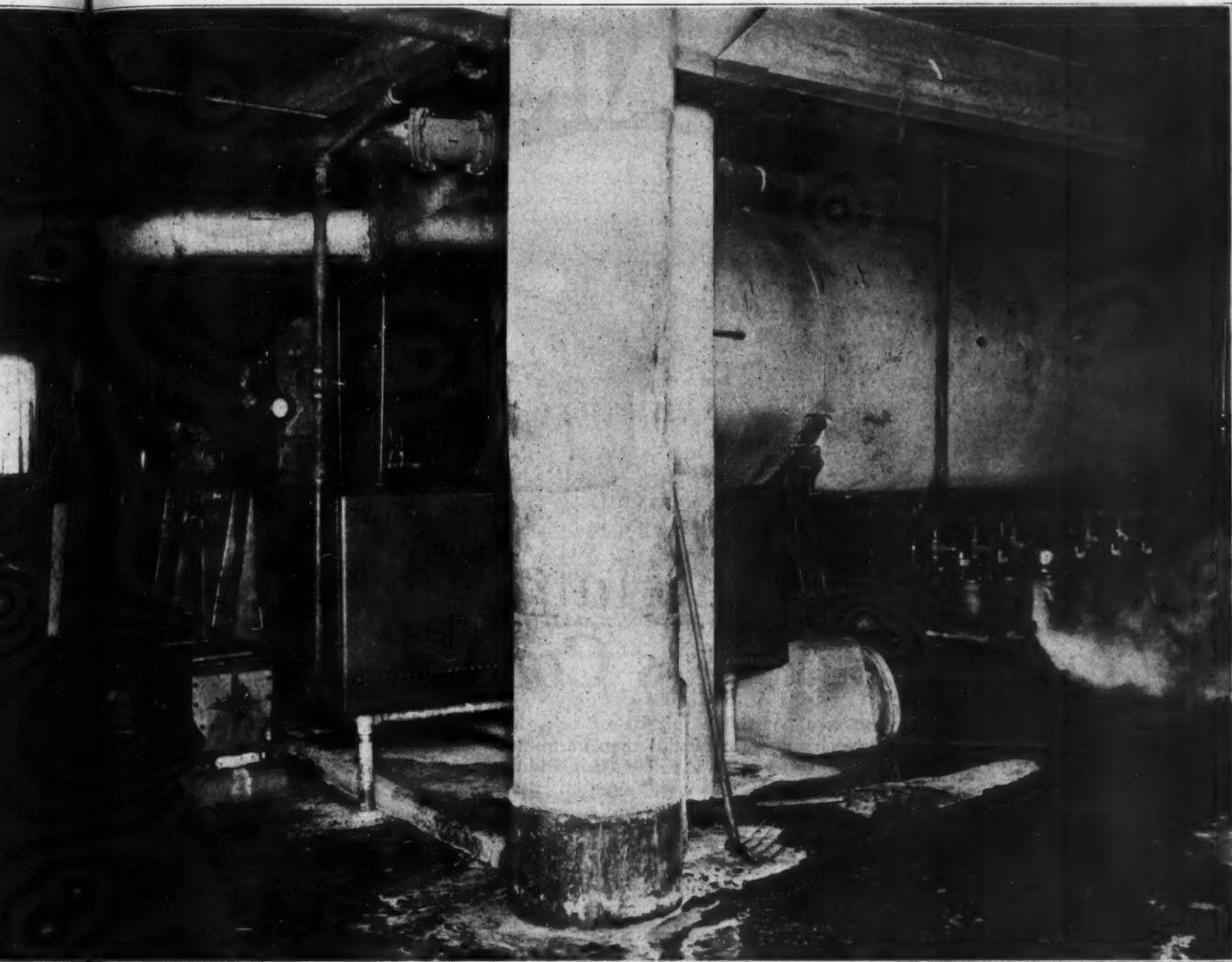
Names of purchasers have been omitted because we do not advertise our customers' business but those interested may secure any information desired from our representatives.

Of course many more could be added, but here are 73 now going through our plant or only recently shipped.
But!

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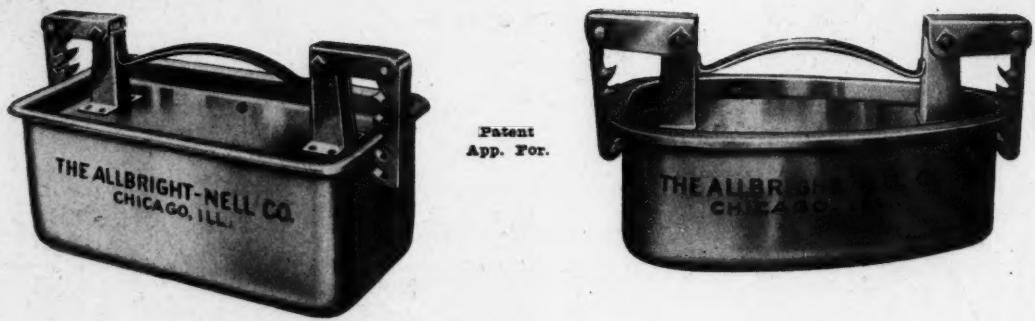
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When cooking and processing hams in Jordan's Ham Retainers it is never necessary to repress the hams because these improved retainers are equipped with springs which compensate for the maximum expansion and contraction. They are made from a single sheet of material, thus eliminating all rivets and seams or sharp crevices, making for easy cleaning.

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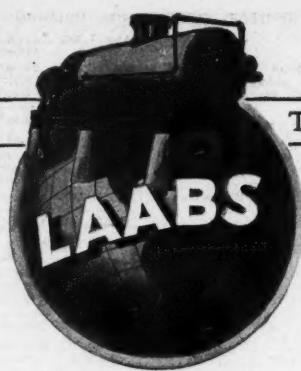
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Sanitary Features

*Closed operation~no odors~100% recovery~
Sterilized product~Dry floors*

No. 7

The Seventh of a series
of articles on the
superiority of Laabs
Sanitary Rendering
processes and
equipment.

The sanitation of the Laabs Patented Rendering Process is one of the outstanding features of this invention. It is spoken of as a "100% recovery system" meaning that all of the products of the raw materials having a commercial value are recovered without any loss whatsoever, and that only the moisture and a few non-condensable gases escape. The finished products, which consist of rendered fats and cracklings, are prepared in the most sanitary manner as they have been perfectly sterilized in the cooking operation where they can be subjected to approximately 40 lbs. per sq. in. steam pressure. This practice conforms with the requirements of the B. A. I., and also insures a sanitary product—clean and sweet smelling.

The moisture and small amount of non-condensable gases which comes off

from the cooker are under absolute control at all times. Generally speaking these vapors do not carry any objectionable odors and can be vented freely to the atmosphere; however, the Laabs Process provides an absolutely closed system so that all vapors can be carried away and disposed of in our condensing system if so desired. Laabs plants are so sanitary and odorless that they can be and have been installed right in the hearts of large cities without the slightest criticism from public health authorities or institutions.

The Laabs plant itself is a clean, dry and healthful place in which to work. The men do not carry the old rendering plant odors home with them. They take a greater interest in their work, develop into more efficient workmen, and have a growing self-respect. The Laabs Sanitary Rendering Process is elevating the old rendering plant to a respectable and healthy profession. Sanitation means progress and is one of the keynotes to the modern rendering industry.



THE ALLBRIGHT-NELL Co.

5323 So. Western Boulevard

CHICAGO

Western Office:
1731 W. 43rd Pl.,
Los Angeles, Cal.

Eastern Office:
1700 Windermere Ave.,
Baltimore, Md.

March 26, 1927.

COTTON OIL SITUATION.

An analysis of the cottonseed oil situation for the months of August, September, October, November and December, 1926, and January and February, 1927, with comparisons for last season, based on Federal census reports, has been prepared by Aspregen & Co. It is as follows:

MOVEMENT OF COTTONSEED AT CRUDE MILLS.

	Tons Received	1926-27.	1925-26.
On hand beginning of season..	23,249	32,276	
August	117,748	209,232	
September	176,228	1,406,416	
October	1,567,367	1,303,412	
November	1,222,483	810,581	
December	834,925	849,396	
January	608,190	472,700	
February	486,100	308,026	
Total	5,776,180	5,225,119	
	Tons Crushed	1926-27.	1925-26.
August	70,330	112,936	
September	467,708	488,578	
October	880,776	900,571	
November	880,648	815,838	
December	932,726	798,408	
January	870,456	793,679	
February	691,327	682,141	
Total	4,951,671	4,478,441	
On hand end of month.			
1926-27.	1925-26.		
August	70,667	188,592	
September	577,981	779,430	
October	1,146,702	1,272,981	
November	1,387,581	1,347,756	
December	1,220,112	1,416,473	
January	1,020,646	1,098,364	
February	818,528	744,246	
1926-27.	1925-26.		
tons. tons actual.			
Estimated seed receipts at crude mills during season..	6,516,300	5,558,350	
On hand beginning of season..	23,249	32,276	
Total	6,539,549	5,590,626	
Of which is so far crushed....	4,951,671	4,478,441	
Destroyed at mills....	5,981	2,432	
Seed on hand	818,528	744,246	
Seed still to be received....	763,369	305,507	
818,528 tons seed on hand at 295 lbs. crude oil per ton is equivalent to 241,465,760 lbs. crude oil, which at 10% refining loss, equals 217,318,184 lbs. refined oil, or 543,298 barrels.			
763,369 tons seed still to be received at 295 lbs. crude oil per ton is equivalent to 225,193,855 lbs. crude oil, which at 10% refining loss, equals 202,674,470 lbs. refined oil, or 506,686 barrels.			

MOVEMENT OF CRUDE OIL AT CRUDE MILLS.

	Pounds produced	1926-27.	1925-26.
On hand beginning of season..	1,776,175	2,060,818	
August	19,641,070	33,781,212	
September	136,470,288	141,974,170	
October	284,228,559	234,555,616	
November	296,197,000	285,282,046	
December	275,127,072	234,080,201	
January	250,120,910	226,231,361	
February	204,058,196	191,818,018	
Total	1,473,528,220	1,291,253,451	
	Shipments	1926-27.	1925-26.
On hand end of month.			
1926-27.	1925-26.		
August	14,705,830	27,000,098	
September	111,074,872	121,948,007	
October	139,349,051	211,349,584	
November	272,305,841	228,465,546	
December	265,526,133	216,856,985	
January	247,292,098	219,300,148	
February	223,617,257	204,488,721	
Total	1,378,184,690	1,233,572,089	
On hand end of month.			
1926-27.	1925-26.		
August	6,708,256	9,441,041	
September	31,503,672	29,466,604	
October	62,720,580	48,513,636	
November	86,613,765	55,300,636	
December	106,124,708	63,420,852	
January	114,952,582	70,352,065	
February	95,393,521	57,081,362	

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Manufacturers of
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DISTRIBUTION CRUDE OIL HOLDINGS.

	Aug. 1, '26	Aug. 31, '26
	pounds.	pounds.
At mills	1,776,175	6,708,256
At refineries	3,632,157	654,486
In transit to refineries and consumers	2,972,220	2,682,080
Total	8,280,561	10,444,772
Sept. 30, '26	10,444,772	
Pounds. Pounds.		
At mills	31,503,672	62,720,580
At refineries	4,753,320	8,962,938
In transit to refineries and consumers	21,901,240	33,094,390
Total	58,158,232	104,777,908
Nov. 30, '26	104,777,908	
Dec. 31, '26		
Pounds. Pounds.		
At mills	114,952,582	95,393,521
At refineries	19,410,799	17,945,092
In transit to refineries and consumers	37,994,653	42,341,820
Total	172,358,034	155,680,433
155,680,433 lbs. crude oil at 10% refining loss, equals 140,112,389 lbs. refined oil, or 350,281 barrels.		

CRUSH PER TON.

During August, 70,330 tons seed produced 19,641,020 lbs. crude oil, equivalent to 279.3 lbs. per ton, or 13.9 per cent compared with 14.9 per cent last year.
During September, 467,708 tons seed produced 136,288 lbs. crude oil, equivalent to 291.8 lbs. per ton, or 14.6 per cent compared with 14.5 per cent last year.
During October, 980,648 tons seed produced 266,070 lbs. crude oil, equivalent to 302.9 lbs. per ton, or 15.1 per cent compared with 14.5 per cent last year.
During November, 1,146,702 tons seed produced 275,012 lbs. crude oil, equivalent to 290.1 lbs. per ton, or 14.7 per cent compared with 14.1 per cent last year.
During December, 932,726 tons seed produced 275,012 lbs. crude oil, equivalent to 290.1 lbs. per ton, or 14.7 per cent compared with 14.3 per cent last year.
During January, 933,476 tons seed produced 284,228,559 lbs. crude oil, equivalent to 302.9 lbs. per ton, or 15.1 per cent compared with 14.5 per cent last year.
During February, 931,327 tons seed produced 284,228,559 lbs. crude oil, equivalent to 295.2 lbs. per ton, or 14.8 per cent, compared with 14.5 per cent last year.
Total, 4,951,671 tons seed produced 1,473,528,220 lbs. crude oil, equivalent to 297.2 lbs. per ton, or 14.9 per cent, compared with 14.4 per cent last year.

REFINED OIL.

	Pounds produced	1926-27.	1925-26.
On hand beginning of season.	145,670,884	173,549,345	
August	17,784,511	19,572,763	
September	75,404,024	103,682,067	
October	213,254,801	167,343,842	
November	237,599,474	185,449,704	
December	220,142,895	183,768,872	
January	37,549,118	180,037,972	
February	201,766,662	160,652,485	
Total	1,326,371,869	1,174,056,550	

— Delivered consumers

	1926-27.	1925-26.
August	74,043,717	100,145,600
September	100,248,062	139,349,961
October	145,244,016	146,486,600
November	137,184,556	151,961,911
December	129,782,016	126,523,557
January	140,600,010	144,539,417
February	138,477,291	104,597,751
Total	865,650,208	913,604,806
On hand end of month.		
1926-27.	1925-26.	
August	70,411,678	92,976,508
September	64,567,610	57,308,614
October	132,578,395	78,165,847
November	232,988,313	111,653,201
December	332,343,692	168,888,455
January	397,432,200	204,397,010
February	460,721,631	260,451,744

— Delivered consumers

	1926-27.	1925-26.
August	70,411,678	92,976,508
September	64,567,610	57,308,614
October	132,578,395	78,165,847
November	232,988,313	111,653,201
December	332,343,692	168,888,455
January	397,432,200	204,397,010
February	460,721,631	260,451,744

	1926-27.	1925-26.
August	80,411,678	92,976,508
September	64,567,610	57,308,614
October	132,578,395	78,165,847
November	232,988,313	111,653,201
December	332,343,692	168,888,455
January	397,432,200	204,397,010
February	460,721,631	260,451,744

DISTRIBUTION REFINED OIL HOLDINGS.

	Aug. 1, '26	Aug. 31, '26
	Pounds.	Pounds.
At refineries	140,592,587	78,846,785
At other places	2,376,183	3,128,595
In transit from refineries	2,702,114	7,426,296
Total	145,070,884	89,411,678
Sept. 30, '26	89,411,678	
Pounds. Pounds.		
At refineries	215,478,410	321,771,634
At other places	4,364,320	3,569,087
In transit from refineries	18,140,583	7,002,971
Total	232,988,313	332,343,692
Oct. 31, '26	332,343,692	
Pounds. Pounds.		
At refineries	378,804,701	444,938,952
At other places	7,060,465	7,280,845
In transit from refineries	11,558,034	8,501,834
Total	397,432,200	460,721,631

AVERAGE REFINING LOSS.

	Aug. 1, '26	Aug. 31, '26
	Pounds.	Pounds.
During August, 20,364,084 lbs. crude oil yielded 17,784,511 lbs. refined oil, 12.66 per cent loss compared with 7.69 per cent loss last year.		
During September, 82,301,543 lbs. crude oil yielded 25,404,024 lbs. refined oil, 8.38 per cent loss compared with 7.21 per cent loss last year.		
During October, 231,254,801 lbs. refined oil yielded 213,254,801 lbs. refined oil, 7.80 per cent loss compared with 7.02 per cent loss last year.		
During November, 227,747,975 lbs. crude oil yielded 230,597,474 lbs. refined oil, 7.82 per cent loss compared with 8.59 per cent loss last year.		
During December, 251,619,885 lbs. crude oil yielded 229,142,395 lbs. refined oil, 8.93 per cent loss compared with 12.12 per cent loss last year.		
During January, 227,282,517 lbs. crude oil yielded 205,749,118 lbs. refined oil, 9.47 per cent loss, compared with 13.97 per cent loss last year.		
During February, 223,052,002 lbs. crude oil yielded 201,766,622 lbs. refined oil, 9.54 per cent loss, compared with 17.02 per cent loss last year.		
Total, 1,293,672,869 lbs. crude oil yielded 1,180,701,015 lbs. refined oil, 8.73 per cent loss, compared with 11.29 per cent last year.		

SHIPMENTS OF REFINED OIL.

	Export pounds	Domestic pounds
August	169,070	2,816,782
September	246,000	2,589,460
October	1,000,003	3,081,433
November	1,659,872	3,070,977
December	3,737,539	3,228,468
January	3,033,000	2,143,984
February	Not available	1,713,576
Total	Not available</td	

VEGETABLE OILS

WEEKLY REVIEW

THE NATIONAL PROVISIONER is Official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association and the Mississippi Cottonseed Crushers' Association

Market Active — Irregular — Sentiment Mixed—Cash Trade Slow—Crude Offers Light—Ginning Report Bullish—Outside Developments Factor.

A very active market in cotton oil futures continued on the New York Produce Exchange the past week, while the trend of values was quite erratic, and sentiment was mixed. Commission houses were first on one side and then on the other, while the locals, although generally against the market, operated on both sides, and were inclined to follow any important commission house orders.

On the upturns offerings increased, but on the breaks realizing was in evidence and support of a substantial character developed at times. Conditions surrounding the market were not of a character to maintain values, which accounted for the fact that most of the time the professional element were fighting the bulges.

Little Improvement in Cash Demand.

Reports indicated that there was little or no improvement in cash demand, an important factor in itself, while for the first time in quite a while, weakness in the commodity markets in general had influence.

The market failed to hold the bulge on the bullish consumption report last week which appeared to have brought about considerable liquidation and selling, but the market was again caught by surprise by the bullish ginning figures which made for a sharp upturn on rather general covering. On the advance however, there was a lack of outside absorption, so noticeable of late, which again brought about cotton house liquidation and selling, and a break to new lows for the present downward movement.

Mills and Refiners Apart in Views.

The crude markets were easier, but no great quantities came out, in fact, only a few cars sold now and then, with the mills generally holding for 8c, but with the refiner in a position where he was not compelled to pay up, due to inactive demand for cash oil and compound.

The final ginning figures of 17,688,000 running bales, or 17,910,000 bales of 500 lbs. each was about 700,000 bales under the last government crop estimate or the equivalent of 160,000-200,000 bbls of oil, it was estimated. The reduction was the equivalent of that much consumption, and

naturally was looked upon as bullish at first, but failure of broad buying power to develop led to the conclusion that a large scattered long interest still existed, and that the technical position was not healthy with the market estimated to be carrying from 225,000 to 300,000 bbls. of hedges.

At times refiners' brokers were free sellers. The future market, particularly the later deliveries, averaged nearly 2c a lb. over what crude sales were reported, or a satisfactory hedging differential. Reports that have come to light on the probable cotton acreage indicate a reduction of about 11 per cent and this was more or less confirmed by a leading cotton oil trade authority who after a tour of the south stated that it was his belief that the acreage reduction would not be over 10 per cent. The weekly weather report was quite satisfactory as to the progress with new crop preparations, and reported the new crop up to a good stand in south Texas.

Look for Good Distribution in March.

Reports have circulated recently that the large February distribution was partly due to refiners forcing those having low priced contracts to take out the oil. Such a condition, it was figured might prevail again during March, and give another month of good distribution.

However, the effects of the February takings were noted in the cash market, particularly at New York where at one time winter oil was on resale at from 3/4 @ 1c a pound, under refiners' prices, the discount later narrowing to 1/2c partly due to a reduction in refiners' prices.

The demands, particularly the urgent ones, have apparently been satisfied for the time being, and some in the cash trade estimated that it may be another two to four weeks before the resale stuff is cleaned up.

These conditions encouraged those laboring under the idea that consumption would fall off the balance of the season, and it was not difficult to find one here and there in commission house or in refiners quarters that was not still anticipating a carryover of 750,000-1,000,000 bbls. notwithstanding the smaller ginning figures. After February 1 last year, about 365,000 tons of seed were received so that some in the trade are anticipating that after February 1 this year, upwards of 500,000 tons will come in.

Notwithstanding the various conditions prevailing, sentiment was greatly divided.

SOUTHERN MARKETS.

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., March 24, 1927.—New Orleans cotton oil futures show a decline of about 25 points, and crude 50 points compared to a week ago; but as ginning figures are carefully studied and the belief spreads that only about 675 lbs. seed per bale produced will be crushed, the undertone is again firmer and offerings decreasing.

If hogs and corn maintain strong position and consumption of cotton oil for balance of season exceeds that of the same period last year it is believed likely here that we shall see a gradually advancing market. However, stocks are large, and with considerable seed yet to be sold, together with numerous unliquidated contracts of both crude and refined held by mills and speculators, the situation may not warrant much change either way, until new crop conditions are well developed and generally known.

Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., March 24, 1927.—Prime cotton seed delivered Dallas, nominal; snaps and bollies on location, nominal; prime crude cotton seed oil f.o.b. Dallas, 7 1/2 @ 7 1/2c; 43 per cent cake and meal, \$29.00; hulls, \$5.00; mill run linters, 2 @ 5c. Favorable and warmer weather past week. Markets Nominal.

Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., March 24, 1927.—Crude very dull with little or no trading going on. Nearby shipment could be sold 7 1/2c, but mills not inclined to sell. 41 per cent meal, \$31.50; loose hulls are offered at 3 1/2c, Memphis.

ASPEGREN & CO., INC.

PRODUCE EXCHANGE BLDG.

NEW YORK CITY

BROKERS

REFINED COTTON SEED OIL CRUDE

ORDERS SOLICITED

TO BUY OR SELL PRIME SUMMER YELLOW COTTON SEED OIL ON
THE NEW YORK PRODUCE EXCHANGE FOR SPOT OR FUTURE DELIVERY

The Best Test

of the usefulness of a market is the steady increase in the trade on that market.

A glance at the following range of prices on the New Orleans Refined Cotton Seed Oil Future Market, for the week ending Feb. 5, 1927, shows that all active months had their share of business:

Position	High	Low	Close
March	8.63	7.91	8.62 flat
May	8.88	8.23	8.88 flat
July	9.10	8.40	9.05 b
Aug.	9.20	8.53	9.15 b
Sept.	9.00	8.50	9.05 b
Oct.	9.00	8.52	9.00 b

It is proving its value for hedge purposes, and investments and speculative trading is on a steady increase.

ALWAYS USE YOUR COTTON OIL MARKET!

NEW ORLEANS COTTON EXCHANGE

New Orleans, La.

Write Trade Extension Committee for information

While some were predicting much lower prices, based on smaller demand the balance of the season and large carryover, there were a few of the locals who felt that oil was reasonable at the present levels, and that eventually, an 11c price will be reached probably during the growing season or the period of crop scares.

COTTONSEED OIL—Market transactions.

Friday, March 18, 1927.

Spot	High	Low	Bid	Asked
—Range—				
	—Closing—			
Mar.	500	950	940	940 a 960
April	.....	.....	925 a	940
May	2400	940	928	934 a 936
June	1700	941	934	941 a
July	7500	955	943	950 a
Aug.	1700	965	959	960 a
Sept.	4300	965	958	960 a
Oct.	100	940	940	940 a 948

Total Sales, including switches 18,200 bbls. P. Crude S. E. 7½% Sales.



Protect the Product

HY-GLOSS Paraffined Cartons are unexcelled; are used by the leading Oleo Manufacturers of the country. They attract the attention of the discriminating buyer.

National
Carton Company
Joliet, Ill.

Saturday, March 19, 1927.

Sales. High. Low. Bid. Asked.
—Range—

—Closing—

Spot	.....	.....	940 a	....
Mar.	.....	.....	940 a	960
April	.....	.....	930 a	945
May	300	935	934	935 a 938
June	.....	.....	942 a	945
July	3800	953	949	953 a
Aug.	800	961	960	961 a 960
Sept.	3300	964	960	960 a
Oct.	100	947	947	947 a

Total Sales, including switches 8,300 bbls. P. Crude S. E. 7½% Bid.

Monday, March 21, 1927.

Sales. High. Low. Bid. Asked.
—Range—

—Closing—

Spot	.....	.....	965 a	....
Mar.	100	978	978	978 a
April	.....	.....	950 a	965
May	2000	966	955	955 a
June	1400	985	975	962 a 968
July	6900	987	970	973 a
Aug.	1000	996	978	982 a 984
Sept.	4900	995	980	984 a 985
Oct.	200	970	961	964 a 968

Total Sales, including switches 16,500 bbls. P. Crude S. E. 7½% @ 8c.

Tuesday, March 22, 1927.

Sales. High. Low. Bid. Asked.
—Range—

—Closing—

Spot	.....	.....	940 a	....
Mar.	700	975	955	940 a 955
April	.....	.....	928 a	935
May	1100	956	925	931 a 932
June	.....	.....	940 a	943
July	9700	974	943	948 a 947
Aug.	700	983	953	955 a 957
Sept.	1500	983	956	957 a 956
Oct.	.....	.....	935 a	942

Total Sales, including switches 13,700 bbls. P. Crude S. E. 7½% Bid.

Wednesday, March 23, 1927.

Sales. High. Low. Bid. Asked.
—Range—

—Closing—

Spot	.....	.....	925 a	....
Mar.	400	945	920	945 a
April	.....	.....	930 a	940
May	1400	935	925	935 a
June	.....	.....	943 a	948
July	11200	956	942	954 a 956
Aug.	2100	961	952	963 a 965
Sept.	10500	963	950	963 a 962
Oct.	900	941	935	944 a 946

Total Sales, including switches 26,500 bbls. P. Crude S. E. 7½% Bid.

Thursday, March 24, 1927.

Sales. High. Low. Bid. Asked.
—Range—

—Closing—

Spot	.....	.....	925 a	....
Mar.	.....	.....	925 a	....

THE EDWARD FLASH CO.

29 BROADWAY

NEW YORK CITY

BROKERS EXCLUSIVELY

ALL VEGETABLE OILS

In Barrels or Tanks

COTTON OIL FUTURES

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The Procter & Gamble Co.

Refiners of all Grades of

COTTONSEED OIL

Puritan, Winter Pressed Salad Oil

Borax, Prime Winter Yellow

Venna, Prime Summer White

Sterling, Prime Summer Yellow

P&G Special (Hardened) Cocoanut Oil

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PORT IVORY, N. Y.

KANSAS CITY, KAN.

MACON, GA.

DALLAS, TEXAS

HAMILTON, CANADA

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Jersey Butter Oil

Moonstar Cocoanut Oil

Cocoanut Oil

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CINCINNATI, OHIO

Cable Address: "Procter"

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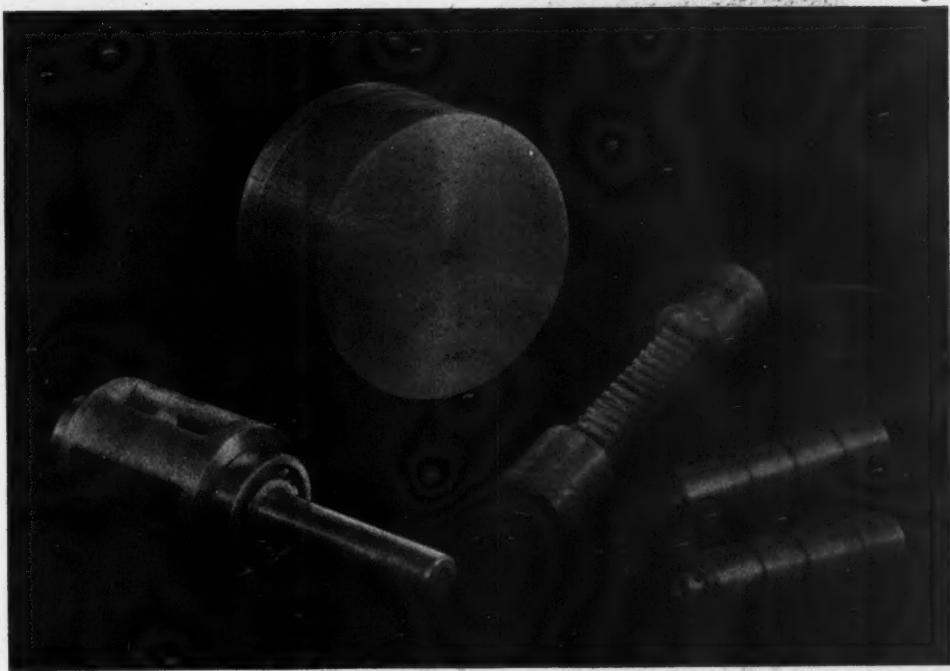
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5 Moving Parts

ONLY

There is a vitally close relation between the simplicity of a machine and its practical value—as regards accuracy, dependability, durability and efficiency.

The unrivalled simplicity of the Lamb Automatic Weighing and Filling machine is obvious, when it is known that only five moving parts are used for the complete function of the machine. Furthermore, only one of these parts is in operation at one time. Each part working consecutively, the action of one is completed before the other starts.

The machine has no similarity to the old-fashioned volume filler as it has no timing devices, mechanical trips or knife blade balances to get out of order.

With a Lamb Machine in your lard room, eliminating inaccuracy and waste, you will readily appreciate why the Lamb Machine is the utmost in

S I M P L I C I T Y

Lamb CORPORATION
PRECISION WEIGHING AND FILLING MACHINES
SEATTLE, WASH.



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GREATERS speed and efficiency, and more economical operation are among the advantages enjoyed by the owner of the NEW ANDERSON R. B. EXPELLER.

This machine represents a brilliant advance in engineering. It brings the important matter of economy to a point little dreamed of a short time ago. Every one of its many points of superiority has a vital meaning to you. Lack of space prevents even outlining all of them here.

Here are a Few Features: Choke arrangement, instead of cone (this arrangement remains stationary while stock is being discharged, and permits adjusting thickness of cake while machine is running); forced feed; roller bearings; lower operating cost; and many others.

Let the NEW ANDERSON R. B. EXPELLER increase your profits for you.

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The V. D. Anderson Company

1935 W. 96th Street Cleveland, Ohio

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ANDERSON
IT ISN'T AN
EXPELLER

March 26, 1927.

THE NATIONAL PROVISIONER

47

THE WEEK'S CLOSING MARKETS

FRIDAY'S CLOSINGS.

Provisions.

Hog products were moderately active but steady with hogs. Cash product demand was moderate. Irregular grain markets caused more or less evening up in provisions.

Cottonseed Oil.

Cotton oil was quiet, about steady latter part of week with trade awaiting developments. Cash demand poor but crude oil firm. Southeast, 73¢ bid; Valley, 73¢ sales; Texas, 7½¢ sales. Local sentiment mixed; little or no liquidation; trade talking March consumption 10 per cent under February.

Quotations on cottonseed oil at Friday noon were: March, \$9.50@9.75; April, \$9.25@9.45; May, \$9.38@9.42; June, \$9.50@9.60; July, \$9.59@9.62; August, \$9.70@9.73; September, \$9.70@9.72; October, \$9.50@9.58.

Tallow.

Tallow, extra, 7½¢.

Oleo Oil and Stearine.

Stearine, oleo, 9¾¢.

Hull Oil Market.

Hull, England, March 25, 1927.—(By Cable)—Refined cottonseed oil, 37s 9d; crude cottonseed oil, 33s 9d.

FRIDAY'S GENERAL MARKETS.

New York, March 25, 1927.—Spot lard at New York: Prime western, \$13.10@13.20; middle western, \$12.95@13.05; city, \$12.92½@12.92¾; refined continent, \$13.37½; South American, \$14.37½; Brazil kegs, \$15.37½; compound, \$11.00.

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to March 25, 1927, show exports from that country were as follows: To England, 100,155 quarters; to the Continent, 90,990 quarters; others, none.

Exports for the previous week were as follows: To England, 105,279 quarters; to the Continent, 124,920 quarters; others, none.

CANADIAN PORK EXPORTS.

Exports of pork from Canada during January, 1927, with comparisons are reported as follows to the U. S. Department of Commerce by Lynn W. Meekins, American Trade Commissioner, Ottawa, Canada:

	Jan.	Jan.	Jan.	12 mos.
	1927.	1926.	1927.	ending
Bacon and hams, shdls. and sides	40,290	97,765	880,381	
Pork, pickled in brs.	4,977	1,988	23,117	
Pork, fresh	16,478	5,244	111,331	
Pork, dry salted	13,614	2,210	59,163	

BRITISH PROVISION CABLE.

(Special Cable to The National Provisioner.)

Liverpool, March 25, 1927.

Market continues dull with very little activity. Lard stocks are moderate, but little interest is shown. Meat supplies more than required to satisfy demand.

Today's prices are as follows: Shoulders, square, 70s; picnics, 76c; hams, long cut, 104s; American cut, 102s; bacon, Cumberland cut, 82s; short backs, 93s; bellies, clear, 90s; spot lard, 66s 3d.

TRADE GLEANINGS.

Amos V. Presley has incorporated the Farmers Fertilizer Co., Little Rock, Ark., with a capital stock of \$10,000.

The Charleston Livestock Co. has been incorporated and has established a meat packing plant in Charleston, Wash.

H. W. Hall, W. L. Weber and E. N. Tutt have incorporated the Beeville Cotton Oil Co., Taft, Texas, with a capital stock of \$35,000.

The Kerber Packing Co., Elgin, Ill., has bought the local retail meat market of the W. H. Sarver Meat Co., 425 West State street, Rockford, Ill.

The Amory Cotton Oil Co., Amory, Miss., has been incorporated with capital stock of \$30,000. Incorporators are L. E. Pucket, C. M. Harrison and A. S. Gilbert.

The Winnemucca Meat Market, Winnemucca, Nev., including the building and the slaughter house, both of which are under lease, was recently purchased by Melvin Pedroli.

The Kazal Grocery Co., operating in Douglas, Ariz., has gone into the wholesale meat business, according to an announcement made by John Kazal, secretary and treasurer. The meat department will be in charge of W. M. Evans.

The consolidation of the Rapid City Packing Co. and the Schuster Meat Market, Rapid City, S. D., was recently completed. Guy A. Simmons, former manager of the Schuster market, bought E. E. Hill's interest in the packing company, and will manage both firms.

MEAT EXPORT FROM U. S.

Exports of meats and meat products from the United States during the period from July, 1926, to January, 1927, with comparisons, are reported by the U. S. Department of Agriculture as follows:

	1926-27. Pounds.	1925-26. Pounds.
Beef, canned	1,523,000	1,131,000
Beef and veal, fresh, total	1,379,000	1,777,000
Beef, pickled or cured	12,417,000	11,900,000
Total beef	15,319,000	14,808,000
Bacon	74,523,000	103,386,000
Canned pork	3,525,000	2,802,000
Pork carcasses, fresh	1,775,000	1,319,000
Hams and shoulders	87,400,000	123,264,000
Loin and other fresh pork	5,745,000	7,006,000
Pickled pork	10,001,000	11,984,000
Sides, Cumberland	1,188,000	14,448,000
Sides, Wiltshire	706,000	8,373,000
Total pork	105,932,000	278,572,000
Mutton and lamb	623,000	835,000
Poultry and game, fresh	627,000	821,000
Other canned meats, incl.		
canned poultry	1,548,000	2,157,000
Sausage, canned	2,198,000	1,837,000
Sausage, other	2,146,000	3,588,000
Sausage casings	18,041,000	21,385,000
Other meats, incl. meat extracts and edible offals	25,235,000	25,626,000
Total meats	262,675,000	349,634,000

CANADIAN STORAGE STOCKS.

Cold storage holdings in Canada on March 1, 1927, with comparisons, are reported by the Dominion Livestock Branch of the Markets Intelligence Service, Ottawa, Canada, as follows:

	Mar. 1, 1927	Feb. 1, 1927	Mar. 1, 1926
Beef, lbs.	19,353,716	25,801,618	11,281,527
Veal, lbs.	974,373	2,019,467	839,876
Pork, lbs.	36,148,088	38,823,357	29,262,758
Mutton & lamb, lbs.	4,152,000	5,241,677	3,707,686

MEAT IMPORTS INTO U. S.

Imports of meats and meat products into the United States during the period from July, 1926, to January, 1927, are reported by the U. S. Department of Agriculture as follows:

	1926-27. Pounds.	1925-26. Pounds.
Beef and veal, fresh	12,335,000	11,031,000
Mutton and lamb, fresh	2,382,000	2,835,000
Pork, fresh	7,968,000	4,087,000

RECEIPTS AT CENTERS.

SATURDAY, MARCH 10, 1927.

	Cattle.	Hogs.	Sheep.
Chicago	200	4,000	3,000
Kansas City	450	1,000	...
Omaha	150	3,000	...
St. Louis	200	4,000	...
St. Joseph	100	600	5,200
Sioux City	100	4,500	200
St. Paul	500	800	...
Fort Worth	300	200	900
Milwaukee	...	100	...
Denver	100	400	3,000
Louisville	100	400	100
Wichita	700	1,200	100
Indianapolis	200	2,000	100
Pittsburgh	100	1,000	400
Cincinnati	100	1,100	400
Buffalo	100	1,000	...
Cleveland	100	1,000	100
Nashville	...	200	100
Toronto	100	100	...

MONDAY, MARCH 21, 1927.

	Cattle.	Hogs.	Sheep.
Chicago	10,000	45,000	9,000
Kansas City	15,500	7,000	4,000
Omaha	5,500	7,000	9,500
St. Louis	3,000	14,000	600
St. Joseph	1,600	1,500	7,000
Sioux City	3,500	7,000	500
St. Paul	3,000	9,500	400
Oklahoma City	1,000	700	...
Fort Worth	4,800	1,500	1,000
Milwaukee	200	600	100
Denver	3,000	1,500	5,000
Louisville	900	1,200	100
Wichita	3,700	2,500	200
Indianapolis	400	1,500	100
Pittsburgh	1,000	4,500	2,500
Cincinnati	300	2,000	100
Buffalo	100	9,500	12,000
Cleveland	1,000	4,500	3,000
Nashville	200	800	200
Toronto	800	800	300

TUESDAY, MARCH 22, 1927.

	Cattle.	Hogs.	Sheep.
Chicago	11,000	20,000	12,000
Kansas City	5,000	3,500	2,000
Omaha	5,000	10,000	11,400
St. Louis	3,300	10,000	1,000
St. Joseph	2,300	2,000	7,300
Sioux City	4,000	12,000	1,000
St. Paul	2,000	7,500	300
Oklahoma City	600	900	...
Fort Worth	1,800	1,500	200
Milwaukee	400	1,500	300
Denver	800	1,600	6,200
Louisville	100	900	100
Wichita	1,400	1,700	400
Indianapolis	1,000	5,000	400
Pittsburgh	100	1,200	800
Cincinnati	400	2,800	500
Buffalo	100	1,000	800
Cleveland	100	2,000	1,500
Nashville	100	700	100
Toronto	900	700	900

WEDNESDAY, MARCH 23, 1927.

	Cattle.	Hogs.	Sheep.
Chicago	8,000	12,000	14,000
Kansas City	4,500	7,000	5,000
Omaha	6,000	13,500	8,500
St. Louis	3,000	14,000	1,000
St. Joseph	2,800	6,500	7,000
Sioux City	3,000	14,000	2,000
St. Paul	2,700	15,000	500
Oklahoma City	600	900	...
Fort Worth	1,800	2,000	...
Milwaukee	400	1,500	300
Denver	1,200	1,500	5,000
Louisville	100	900	100
Wichita	1,400	2,100	100
Indianapolis	500	3,500	200
Pittsburgh	100	1,000	500
Cincinnati	400	2,400	300
Buffalo	100	900	1,200
Cleveland	200	1,500	1,500

THURSDAY, MARCH 24, 1927.

	Cattle.	Hogs.	Sheep.
Chicago	12,000	29,000	15,000
Kansas City	2,000	6,500	2,000
Omaha	5,000	9,500	6,000
St. Louis	2,000	14,000	1,200
St. Joseph	1,500	4,000	4,500
Sioux City	1,300	8,500	300
St. Paul	1,800	8,000	800
Oklahoma City	600	700	...
Fort Worth	2,800	1,600	600
Milwaukee	700	3,000	200
Denver	1,200	1,500	5,000
Louisville	500	3,500	200
Wichita	1,700	9,000	500
Indianapolis	500	1,000	...
Pittsburgh	100	1,000	500
Cincinnati	400	2,400	300
Buffalo	100	900	1,200
Cleveland	200	1,500	1,500

FRIDAY, MARCH 25, 1927.

	Cattle.	Hogs.	Sheep.
Chicago	2,000	20,000	10,000
Kansas City	700	4,000	1,000
Omaha	500	9,500	6,000
St. Louis	800	9,000	500
St. Joseph	1,000	4,000	6,000
Sioux City	1,000	9,500	500
St. Paul	1,700	9,000	500
Oklahoma City	500	1,000	...
Fort Worth	1,500	1,300	200
Milwaukee	200	500	100
Denver	300	700	4,400
Louisville	800	2,000	200
Wichita	600	4,500	200
Indianapolis	500	2,000	1,000
Pittsburgh	100	2,000	1,000
Cincinnati	500	3,100	300
Buffalo	100	3,200	5,000
Cleveland	300	1,500	1,500

LIVE STOCK MARKETS

CHICAGO.

(Reported by U. S. Bureau of Agricultural Economics.)

Chicago, March 24, 1927.

CATTLE.—Heavy steers have crawled back to the season's high time established two weeks ago; light and medium weights have also shown improvement and are practically as high as any time this year, starvation runs continuing to feature the trade.

No strictly choice heavy steers are arriving; extreme top this week \$13.25; numerous loads \$11.75@12.50; most steers within this spread scaling 1,350 lbs. upward; most light steers showing flesh improvement; comparatively little to killers under \$10.00 this week, only light short feds under \$9.00; best yearlings \$12.25, heifer yearlings to \$11.00; medium weight and weighty steers evidently being held and fed for additional weight and an extra layer of flesh. Western bred yearlings upward to \$9.60.

HOGS.—Unevenness featured the week's trade; dwindling receipts forced light hogs 25@40c higher; butchers mostly 5@15c up; sharp late break on weight averages 190@240 lbs., late top, \$12.20; best 200 lb. weights, \$12.00; bulk 150@200 lbs., \$11.60@12.00; 210@250 lbs., \$11.00@11.70; 260@300 lbs., \$10.85@11.10; 325 lbs. up, \$10.70@10.80; packing sows, \$10.00@10.25; mostly better grade slaughter pigs, \$11.75@12.10.

SHEEP.—An improved dressed trade forced lamb values higher despite increase local and total receipts. Fat lambs and yearling wethers closed on the down grade with net gains for the period around 75c, sheep ruling 25@35c higher. The week's best fat lambs topped early at \$16.25 with the closing top at \$16.00 and bulk of woolskins at \$15.25@15.75. Heavy lambs bulked at \$15.00@15.50 with a few extreme weights at \$13.60@14.00. Slightly increased supplies of clipped lambs cleared at \$13.25@14.25 with the top at \$14.40. Wooled culls cleared at \$11.50@12.50. A new top of \$10.00 was scored by fat ewes on Tuesday with the late supply including nothing choice at \$8.50@9.50.

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KANSAS CITY.

(Reported by U. S. Bureau of Agricultural Economics.)

Kansas City, Mo., March 24, 1927.

CATTLE.—All classes of fed steers and weighty yearlings closed the week at steady to 25c lower levels, with medium weight offerings showing the most loss. A few choice light yearlings and mixed steers and heifers held fully steady. Choice heavy steers topped the week's trade at \$12.00; best medium weights went at \$11.25; and desirable yearlings made \$11.40.

Bulk of fed arrivals cashed from \$8.75@10.75; Colorado grain and pulp feds cleared from \$9.25@11.75. She stock and bulls moved at steady prices. Vealers are \$1.00@1.50 lower, with the closing top at \$11.00.

HOGS.—Trade in hogs ruled uneven. Demand centered on offerings scaling 200 lbs. and down and prices on these weights are 10@25c higher, with underweights sharing the full advance. Weightier arrivals held at mostly steady prices with some weakness on butchers weighing 300 lbs. and up.

Choice 140@150 lb. averages made the

week's top of \$12.25 on Thursday's session. At the close, choice 200 lb. weights sold at \$11.50, and best 300 lb. averages at \$10.60. Packing sows are 10@15c lower.

SHEEP.—All killing classes advanced 25@50c. Desirable fed western lambs sold up to \$15.35, with bulk of the arrivals going at \$14.60@15.25. Best fat ewes reached \$9.75, while other small lots ranged from \$9.00@9.50. Shorn wethers sold up to \$9.25.

OMAHA.

(Reported by U. S. Bureau of Agricultural Economics.)

Omaha, Nebr., March 24, 1927.

CATTLE.—The weak to lower price tendency of fed steers and yearlings early in the week was generally offset by stronger prices later, leaving current values just about on a par with the close of last week.

Bulk turned at \$8.75@10.75, with several loads \$11.00; long yearlings, \$11.30; 1,328 lb. averages, \$11.50; and 1,246 lb. medium weights, \$11.60. She stock held fully steady and veals declined around 50c.

HOGS.—Curtailed receipts on the Omaha market tended to strengthen hog values throughout the period, although

LIVESTOCK PRICES AT LEADING MARKETS.

Following are livestock prices at five leading Western markets on Thursday March 24, 1927, as reported to THE NATIONAL PROVISIONER by leased wire of the Bureau of Agricultural Economics, U. S. Department of Agriculture:

Hogs (Soft or oily hogs and roasting pigs excluded):	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANSAS CITY.	ST. PAUL.
Hvy. wt. (250-350 lbs.), med-ch.	\$10.70@11.25	\$10.75@11.35	\$10.40@11.00	\$10.35@11.00	\$10.25@10.75
Med. wt. (200-250 lbs.), med-ch.	10.85@11.90	11.10@12.05	10.65@11.35	10.80@11.50	10.50@11.25
Lt. wt. (160-200 lbs.), com-ch.	11.35@12.15	11.65@12.20	11.10@11.50	11.25@12.15	11.00@11.60
Lt. wt. (130-160 lbs.), com-ch.	11.25@12.20	11.50@12.20	11.15@11.50	11.65@12.25	11.60@12.00
Packing sows, smooth and rough.	9.80@10.40	10.15@10.50	9.50@10.00	9.35@10.10	9.50@ 9.75
Sight. pigs (130 lbs. down), med-ch.	11.25@12.20	11.00@12.00	10.69@256 lb.	11.75@12.25	12.00@12.75
Av. cost and wt., Wed. (pigs excluded)	11.16-250 lb.	11.72-206 lb.	10.69-256 lb.	10.95-243 lb.	10.94-224 lb.

Slaughter Cattle and Calves:

STEERS (1,500 LBS. UP):					
Good-ch.	11.25@13.50			10.35@12.40	10.15@12.50
STEERS (1,100-1,500 LBS.):					
Choice	11.75@13.50	11.00@12.50	11.10@12.40	11.15@12.50	10.50@12.25
Good	10.50@12.65	10.00@11.00	9.75@11.60	9.60@11.35	9.00@11.50
Medium	9.25@11.00	8.50@10.00	7.75@10.25	7.75@ 9.85	8.00@ 9.75
Common	7.75@ 9.25	7.50@ 8.50	6.00@ 7.75	5.75@ 7.75	5.50@ 8.25

STEERS (1,100 LBS. DOWN):

Choice	11.50@12.50	11.00@12.00	10.90@12.25	11.15@12.25	10.25@11.50
Good	9.75@11.75	10.00@11.00	9.50@11.15	9.50@11.15	8.50@10.50
Medium	8.75@10.40	8.50@10.00	7.40@ 9.75	7.65@ 9.60	7.25@ 9.00
Common	7.25@ 9.25	7.50@ 8.50	5.60@ 7.75	5.75@ 7.65	6.25@ 7.75
Canner and cutter	6.25@ 7.25	6.00@ 7.50	4.50@ 5.60	4.50@ 5.75	4.50@ 6.50

LT. YRIG. STEERS AND HEIFERS:

Good to choice (850 lbs. down)	9.25@12.25	9.00@11.25	8.75@11.75	9.00@11.75	8.50@11.25
HEIFERS:					
Good-choice (850 lbs. up)	7.50@11.00	7.50@ 9.50	7.25@10.25	7.50@10.35	7.00@10.50
Common-med. (all weights)	6.00@ 8.50	5.50@ 8.50	5.65@ 8.25	5.75@ 8.25	5.75@ 8.00

COWS:

Good to choice	6.75@ 8.50	6.50@ 8.50	6.50@ 8.50	6.65@ 8.15	6.00@ 7.75
Common and medium	5.25@ 6.75	5.75@ 6.50	5.35@ 6.50	5.25@ 6.65	5.00@ 6.00
Canner and cutter	4.35@ 5.25	4.00@ 5.75	4.00@ 5.35	4.00@ 5.25	4.00@ 5.00

BULLS:

Good-ch. (beef 1,500 lbs. up)	6.85@ 7.00	5.75@ 6.75	6.35@ 7.00	6.25@ 6.75	5.75@ 6.00
Good-ch. (1,500 lbs. down)	7.00@ 8.00	5.50@ 8.00	6.35@ 7.15	6.25@ 7.00	5.75@ 6.25
Can.-med. (canner and bologna)	5.75@ 6.90	4.75@ 6.85	5.00@ 6.35	4.75@ 6.25	5.00@ 5.75

CALVES:

Medium to choice (milk fed, exc.)	6.50@ 8.25	6.00@ 9.00	6.00@ 8.50	6.50@ 8.50	5.00@ 7.00
Cull-common	5.00@ 6.50	5.00@ 6.00	5.00@ 6.00	5.00@ 6.00	4.75@ 5.00

VEALERS:

Medium to choice	9.00@13.00	9.75@14.25	7.75@11.50	6.50@11.00	8.00@11.50
Cull-common	6.00@ 9.00	4.75@ 9.75	5.00@ 7.75	4.00@ 6.50	5.75@ 8.00

Slaughter Sheep and Lambs:

Lambs, med. to choice (64 lbs. down)	13.75@16.00	13.00@16.00	13.25@15.25	13.00@15.50	
Lambs, med.-ch. (92 lbs. up)	11.50@15.65	11.00@13.50	11.00@13.00	11.00@13.25	10.00@13.00
Lambs, cull-com. (all weights)	11.50@13.75	11.00@13.75	10.75@13.00	10.75@13.25	
Yearling wethers, medium to choice	11.50@13.75	11.25@13.75	10.75@13.00	10.75@13.25	
Ewes, common to choice	7.25@10.00	6.50@ 9.75	7.00@ 9.25	6.75@ 9.75	6.00@ 9.25
Ewes, canners and cull	2.75@ 7.25	2.50@ 6.50	2.50@ 7.00	2.50@ 6.75	2.00@ 6.00

Hogs

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THE NATIONAL PROVISIONER

price fluctuations characterized the price trend. The net upturn on butchers and lights for the period figured 25@35c, while packing grades and extreme heavies are steady.

Thursday's bulks follow: 160@200 lb. lights, \$11.25@11.40; top, \$11.50; 200@240 lb. butchers, \$11.00@11.25; 240@270 lb. butchers, \$10.75@11.00; 270@325 lb. averages, \$10.50@10.75; packing sows, \$9.75@10.00; stags, \$9.50@9.75.

SHEEP.—Fat lamb trade benefited to some extent by curtailed receipts at eastern live-stock centers, the local supply being of fairly liberal volume. A comparison Thursday with Thursday shows fat lambs generally 25c higher, with current bulk of fed woolen lambs, \$14.75@15.00; top, \$15.30.

One load California spring lambs averaging 77 lbs. choice brought \$17.25. Fresh shorn lambs, mostly around \$13.50; sheep held steady, bulk fat ewes \$8.00@8.50; top, \$9.25.

ST. LOUIS.

(Reported by U. S. Bureau of Agricultural Economics.)

East St. Louis, Ill., March 24, 1927.

CATTLE.—Receipts of finished steers grading good and better were scarce, with bulk largely plain quality kinds, some well fleshed. Trading ruled active with most classes at the high level of the year.

Compared with last Thursday, steers, mixed yearlings, heifers and vealers advanced 25c; medium bulls 10c; cows and low cutters steady to 25c lower.

Tops for week: Matured steers, \$11.35; yearlings, \$10.25; mixed yearlings, \$10.75; heifers, \$10.15. Bulks: Steers, \$8.00@9.85; fat mixed yearlings and heifers, \$8.50@10.15; cows, \$6.00@7.25; low cutters, \$4.25@4.75.

HOGS.—With receipts below normal and the supply at eleven markets over 20 per cent under last week, price upturns of 25@50c were effected locally. Light hogs, light lights, pigs and medium weight

butchers are about 50c higher; heavy hogs 25@50c higher; and packing sows 25c higher than last Thursday.

Top was \$12.20 today; bulk 160@190 lb., \$12.10@12.15; 200@210 lb., \$11.90@12.05; 220@240 lb., \$11.50@11.75; 240 lb. and up, \$11.00@11.50; 90@130 lb. pigs, \$11.25@12.00; packing sows, \$10.25@10.40.

SHEEP.—Fat lambs and yearlings are 75c@\$1.00 higher than this time last week; aged sheep about 25c higher. Week's top: Lambs \$15.75; bulk fed wool lambs, \$15.50@15.75; few natives, \$14.75@15.25; clipped lambs, \$13.75@14.10; best wool ewes, \$9.50@9.75; clipped ewes, \$8.50.

ST. JOSEPH.

(Special Letter to The National Provisioner.)

So. St. Joseph, Mo., March 22, 1927.

CATTLE.—Cattle receipts for two days this week were light, numbering around 4,200. These were mostly beef steers and yearlings, and quality fair to good. Trade ruled a little slow, but values are about steady. Best steers averaging 1,052 lbs. sold at \$11.00; others sold up to \$10.75, and bulk of all sales ranged \$9.00@10.50.

Colorado steers sold \$8.90@9.50, and Wyomings \$9.90@10.50. Mixed yearlings mostly \$8.75@9.35 with tops at \$9.75. Butcher stock was in good demand and the market is strong to 15c higher.

Choice cows ranged up to \$8.00, bulk of fair to good kinds \$5.75@7.50, and canners and cutters \$4.00@5.25.

Heifers were fairly numerous, with odd head up to \$9.50 and load lots \$8.50@9.00. Bulls unchanged, most sales \$5.25@6.25, choice kinds up to \$6.75. Calves steady, top veals \$11.50.

HOGS.—Hogs were in light supply, the total for two days being around 5,000. There was a firm tone to the trade; both days and values are a little higher. Today's top on light-lights was \$12.00, lights sold up to \$11.75, and bulk of all sales

ranged \$10.50@11.40; packing sows mostly \$9.75@10.00.

SHEEP.—Sheep receipts fairly liberal, totaling around 14,000 for the week to date. Lamb values 25@35c higher for the period and sheep steady. Top lambs today sold at \$15.35, others sold \$15.00@15.25 with extreme heavies down to \$14.50. Best ewes brought \$9.50; wethers sold up to \$11.50; and yearlings \$13.00@13.25.

ST. PAUL.

(Reported by U. S. Bureau of Agricultural Economics and Minnesota Dept. of Agriculture.)

So. St. Paul, Minn., Mar. 23, 1927.

CATTLE.—Few net price changes have developed since the close of last week on killing stock at this market. Steer and yearling trade, while slow, has been steady, with the feature being the sale of a car of 1,527 lb. Manitoba fed steers at \$12.15, or a new peak for the year.

Other load lot offerings of all weights have scored in the \$9.00@10.00 spread, with less desirable kinds going around \$8.00@9.00. She stock supplies included a number of loads and part load of heifers around \$9.00@9.40; comparable grades of cows from \$7.00@7.50; the bulk of all offerings \$5.50@7.75.

Cutters have held at \$4.25@4.75, with bulls largely \$5.50@6.00. Vealers are on the down-grade and \$11.00@11.50 is the popular price basis for good lights at present.

HOGS.—Desirable grades of light hogs and light butchers are about steady with a week ago, with heavier butchers around 25c or more lower. A spread of \$10.50@11.50 prevailed for most butcher and bacon hogs today, offerings averaging 225 lbs. and down, going at the \$11.00@11.50 money. Bulk of sows brought \$9.75, bulk desirable pigs \$13.00.

SHEEP.—Fat lambs have advanced somewhat during the past week, desirable offerings selling this week at \$14.75@15.00, with best clippers at \$13.50. Ewe prices have also been lifted, putting best light ewes at \$9.25.

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SLAUGHTER REPORTS.

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending March 19, 1927.

CATTLE.

	Week ending Mar. 19.	Prev. week.	Cor. week.
Chicago	23,146	23,450	32,882
Kansas City	23,371	19,058	25,842
Omaha	18,205	17,830	25,627
East St. Louis	10,450	8,917	11,140
St. Joseph	22,165	8,383	9,134
Sioux City	9,156	9,076	9,071
Dallas	938	763	881
Fort Worth	4,781	5,410	4,518
Philadelphia	1,563	2,008	2,343
Indianapolis	4,155	4,210	4,063
Boston	1,176	1,212	1,643
New York and Jersey City	8,488	9,261	9,517
Oklahoma City	5,455	5,113	4,073
Total	134,369	115,371	142,580

HOGS.

	Week ending Mar. 19.	Prev. week.	Cor. week.
Chicago	133,200	96,300	92,100
Kansas City	28,159	28,158	31,123
Omaha	50,487	55,235	36,146
East St. Louis	35,221	27,348	28,279
St. Joseph	7,420	18,344	20,207
Sioux City	547	387	32,540
Cudahy	5,544	15,653	6,032
Fort Worth	9,308	9,075	2,270
Philadelphia	16,257	18,591	17,060
Indianapolis	24,841	24,382	23,701
Boston	9,820	11,408	11,488
New York and Jersey City	47,077	49,595	45,409
Oklahoma City	6,669	7,460	5,543
Total	435,050	400,966	364,436

SHEEP.

	Week ending Mar. 19.	Prev. week.	Cor. week.
Chicago	33,922	44,438	66,128
Kansas City	15,533	16,853	21,443
Omaha	24,952	36,041	45,227
East St. Louis	4,347	8,240	4,320
St. Joseph	10,072	26,606	30,677
Sioux City	4,573	7,438	2,431
Cudahy	1,155	2,294	1,294
Fort Worth	2,558	2,268	986
Philadelphia	4,863	4,178	5,315
Indianapolis	744	938	349
Boston	3,257	3,562	2,973
New York and Jersey City	40,172	44,047	44,404
Oklahoma City	51	100	38
Total	152,712	194,965	222,512

PACKERS' PURCHASES.

Purchases of livestock by packers at principal centers for the week ending Saturday, March 19, 1927, with comparisons, are reported to The National Provisioner as follows:

CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour & Co.	6,582	22,800	12,044
Swift & Co.	5,350	12,200	10,483
Morris & Co.	4,181	9,100	6,074
Wilson & Co.	4,181	11,700	4,421
Anglo-Amer. Prov. Co.	1,009	2,800	—
G. H. Hammond Co.	2,406	7,100	—
Libby, McNeill & Libby	720	—	—
Brennan Packing Co.	6,800	hogs;	Miller & Hart
7,200 hogs;	Independent Packing Co.	6,100	hogs;
Boyd, Lunham & Co.	5,400	hogs;	Western Packing
& Provision Co.	7,500	hogs;	Robert & Oak
hogs; others, 25,500 hogs.			

KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	3,180	1,013	5,011	2,026
Cudahy Pkg. Co.	2,440	908	3,405	3,824
Fowler Pkg. Co.	816	1	—	—
Morris & Co.	3,033	1,275	2,917	1,472
Swift & Co.	3,801	820	5,008	3,050
Wilson & Co.	4,081	946	8,777	3,109
Local butchers	679	170	1,960	52
Total	18,130	5,241	28,159	13,533

OMAHA.

	Cattle and Calves.	Hogs.	Sheep.
Armour & Co.	3,327	18,078	7,984
Cudahy Pkg. Co.	4,629	14,159	6,621
Dold Pkg. Co.	578	5,008	—
Morris & Co.	2,501	5,009	5,008
Swift & Co.	5,611	11,375	9,767
Eagle Pkg. Co.	—	—	—
Glassburg, M.	5	—	—
Glaser Prov. Co.	34	—	—
Hoffman Bros.	87	—	—
Mayerowich & Vall.	68	—	—
Omaha Pkg. Co.	64	—	—
J. Rife Pkg. Co.	6	—	—
J. Roth & Sons	95	—	—
J. Omaha Pkg. Co.	143	—	—
Linnell Pkg. Co.	180	—	—
Merrill Pkg. Co.	60	—	—
Nagle Pkg. Co.	60	—	—
Sinclair Pkg. Co.	266	—	—
Wilson & Co.	268	—	—
Kennett-Murray Co.	—	2,461	—
J. W. Murphy	—	8,116	—
Other hog buyers, Omaha	—	10,400	—
Total	18,049	70,206	27,675

ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	1,685	335	3,802	452
Swift & Co.	2,576	1,551	5,748	604
Morris & Co.	1,410	366	3,471	141
East Side Pkg. Co.	1,514	282	5,683	—
All others	3,265	1,519	16,517	3,180
Total	10,450	4,052	35,221	4,847

ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	2,740	684	11,030	13,105
Armour & Co.	1,807	345	5,437	3,490
Morris & Co.	1,507	285	5,560	2,487
Others	1,802	65	3,608	1,395

Total 7,856 1,829 25,725 20,167

SIOUX CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy & Co.	2,609	311	19,127	1,455
Armour & Co.	2,747	380	18,086	2,130
Swift & Co.	2,006	425	10,113	1,001
Sacks Pkg. Co.	155	15	3	—
Smith Bros. Pkg. Co.	27	25	35	—
Local butchers	106	13	—	—
Order buyers and packer	2,112	34	14,395	—
shipments	—	—	—	—
Total	9,862	1,203	61,759	4,592

OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Morris & Co.	2,216	735	3,035	16
Wilson & Co.	1,720	707	3,347	35
Other butchers	77	—	287	—
Total	4,013	1,442	6,669	51

INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Eastern buyers	1,008	3,233	6,640	687
Klingan & Co.	1,416	812	10,979	106
Armour & Co.	155	43	2,512	50
Indianapolis Abat. Corp.	1,560	135	—	25
Hilgemeyer Bros.	—	—	1,143	—
Brown Bros.	160	24	—	—
Bob Pkg. Co.	94	—	454	—
Schuster Pkg. Co.	—	207	—	—
Riverview Pkg. Co.	18	100	—	—
Meier Pkg. Co.	85	8	157	—
Indiana Pkg. Co.	14	—	206	—
A. Wabnitz	5	57	—	33
Hoosier Abat. Co.	38	—	—	—
Others	404	109	568	116
Total	5,018	4,421	23,035	1,077

CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
E. Kahn's Sons	680	260	4,102	178
Kroger Groc. & Bak. Co.	185	129	2,478	—
Gus Juengling	192	117	—	40
J. F. Schrot Pkg. Co.	18	—	3,065	—
H. H. Meyer Pkg. Co.	20	—	2,686	—
J. Hilberg's Sons	154	—	—	50
A. Sander Pkg. Co.	4	—	1,778	—
Sam Gall	—	38	—	295
J. Schlaeter's Sons	208	221	—	155
Wm. G. Rehn's Sons	155	18	—	—
Total	1,616	783	14,100	718

MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	1,037	8,325	8,782	636
The Layton Co.	65	—	376	—
R. Guanz & Co.	42	42	77	—
Armour & Co., Milw.	380	4,117	—	—
Armour & Co., Chicago	62	—	—	—
N. Y. B. D. M. Co., N. Y.	33	—	—	—
Bimbler, Harrison, N. J.	—	—	750	—
Swift & Co., Baltimore	185	434	21	189
Butchers	238	107	99	5
Others	—	—	—	5
Total	2,042	18,025	10,465	830

WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	865	732	5,831	1,657
Dold Pkg. Co.	538	16	4,634	—
Local butchers	183	—	—	—
Total	1,586	749	10,465	1,667

DENVER.

	Cattle.	Calves.	Hogs.	Sheep.

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HIDE AND SKIN MARKETS

Chicago.

PACKER HIDES.—Trading light during current week in packer hide market, around 4,000 heavy native steers moving at steady price and four cars St. Paul heavy native cows at $\frac{1}{2}$ c advance. At close of last week there were a few scattered sales totaling around 10,000 hides, at which time branded cows sold $\frac{1}{2}$ c higher, and light native cows advanced a further $\frac{1}{4}$ c over previous sales earlier last week.

Market appears to be in very strong position for this season, especially on light end. Killers claim they have very little to offer, being sold up right into kill on most all descriptions.

Spready native steers, 18c asked for stuck-throats, based on last sale of a car of koshers at New York at 17 $\frac{1}{2}$ c. At end of last week, 2,000 March heavy native steers sold at steady price of 14c, and 4,000 more moved this week at same figure. Extreme native steers last sold at 14c for March.

Butt branded steers steady at last trading price of 13 $\frac{1}{2}$ c. Colorados last sold at 13c for March. Heavy Texas steers last sold at 13 $\frac{1}{2}$ c for March, light Texas steers at 12 $\frac{1}{2}$ c, and extreme Texas steers quoted at 12 $\frac{1}{2}$ c, along with branded cows.

At close of last week 2,000 heavy native cows sold at 12 $\frac{1}{2}$ c; this figure is now bid and 13c asked. One packer sold three cars St. Paul heavy native cows at 13 $\frac{1}{2}$ c for Feb.-March, and another packer moved one car at same figure, this being $\frac{1}{2}$ c advance over previous sales. Light native cows in keen demand; late last week 4,000 sold at 14c for March, or a further advance of $\frac{1}{4}$ c over earlier sales last week; bids of 14 $\frac{1}{4}$ c since reported for light cows alone, with no offerings in sight. One packer moved two cars of branded cows at close of last week at 12 $\frac{1}{2}$ c, or $\frac{1}{2}$ c over previous trading price.

Native bulls last sold at 9 $\frac{1}{2}$ c for regular points and 10c for St. Pauls, Jan. to March; branded bulls quoted at 8@8 $\frac{1}{2}$ c for northerns and 9c for southerns, based on last sale of a car of Ft. Worths at 9c, Jan. to March.

SMALL PACKER HIDES.—Market strong, in a nominal way, although inactive. Only one local killer holding a few March hides, all others having moved their March productions some time back at 12 $\frac{1}{2}$ c for all-weight native steers and cows and 11 $\frac{1}{2}$ c for branded. Since then, market on big packer light native cows has advanced full cent and is decidedly sold up. Buyers inquiring for offerings but small killers generally inclined to await further developments in big packer light cows before offering April kill. Market nominally around 13 $\frac{1}{2}$ c for all-weight natives, but trading will be necessary to definitely establish market.

COUNTRY HIDES.—Country hides continue strong, and offerings scarce. Tanners continue to complain of high prices asked and lack of any decided improvement in leather prices. All-weights are in good demand at 12 $\frac{1}{2}$ c, selected, delivered, with a great many holding for 13c. Heavy steers, 11 $\frac{1}{2}$ @12c asked; heavy cows held at 11@11 $\frac{1}{2}$ c; and 50-lb. up in demand around 12c. Good demand for buff weights at 12c, and some asking up to 13c. Extremes generally priced at 14@14 $\frac{1}{2}$ c and up to 15c talked for good 25-45 lb. weights. Bulls 8 $\frac{1}{2}$ @9c, selected, asked. All-weight western branded quoted at 11@11 $\frac{1}{2}$ c, Chicago freight.

CALFSKINS.—Packer calfskin market active. One packer sold 6,300 Feb. skins at 17c, these being all northerns. Two other packers also sold Feb. skins and understood to have obtained 17c for northerns and 16 $\frac{1}{2}$ c for southerns. The strong market on big packer light hides is expected to influence market on calfskins, although demand for calf leather is rather slow.

First salted Chicago city calfskins quoted 16@16 $\frac{1}{2}$ c. Outside city skins around 16c asked. Resalted lots offered freely at 13 $\frac{1}{2}$ @15c, selected. Straight countries around 13 $\frac{1}{2}$ c asked.

KIPSKINS.—Packer kipskins inactive; 17c asked for natives, 16@16 $\frac{1}{2}$ c for overweights and 14c for branded. Overweights, alone, could probably be sold closer to 17c but holders refuse to sell alone.

First salted Chicago city kips quoted nominally 15 $\frac{1}{2}$ @16c. Outside city kips priced around 15 $\frac{1}{2}$ c; resalted lots, 14@15c, selected; straight countries around 13 $\frac{1}{2}$ c asked.

Packer regular slunks last sold in a fairly large way at \$1.15 and quoted nominally around this figure. Hairless slunks 70@75c, according to percentage of No. 2's.

HORSEHIDES.—Horsehides firm. Asking up to \$5.50 for choice renderers, with full heads and shanks. Good mixed lots held at \$5.00@5.25, while ordinary northern country lots priced at \$4.25@4.50.

SEEPSKINS.—Dry pelts quoted 22@24c per lb., according to section. Packer shearlings fairly active and steady; three cars sold at 92 $\frac{1}{2}$ c, these containing only a few No. 1's, as is usual at this season. Shearlings with good percentage No. 1's nominally around \$1.05, but none available. Pickled skins firm and quoted 7.12 $\frac{1}{2}$ @7.25; some large producers sold up to middle April. Packer wool lambs quoted \$3.30 per cwt. live lamb at Chicago.

PIGSKINS.—No. 1 pigskin strips inactive and nominally a shade easier; quoted 7@7 $\frac{1}{2}$ c, with top figure limit for tanner grades. Gelatine stocks quiet but fairly

firm; a bid in the market at 4 $\frac{1}{2}$ c, last trading price.

New York.

PACKER HIDES.—Following the active market in West last week, one packer early in the week sold 2,000 native steers at steady price of 14c for March koshers, 2,000 March butt branded at 13 $\frac{1}{2}$ c and 3,000 Colorados at 13c. Later sales about cleaned up March stocks of around 25,000 hides, leaving the market in good shape, and demand continues good. Spready native steers advanced sharply; one car sold at 17c, dating Jan. to March; later, a car sold at 17 $\frac{1}{2}$ c.

COUNTRY HIDES.—Country hides continue strong. There appears to be a real shortage, both here and around New England points, with practically no offerings of extremes or buffs. Brokers report numerous orders with little prospect of filling them at buyers' ideas of values. Some tanners say they will withdraw entirely from market rather than pay 15c now talked on winter extremes.

CALFSKINS.—Calfskins continue quiet but fairly steady. The 5-7's and 7-9's are quoted at \$1.80, and 9-12's around \$2.75.

CHICAGO HIDE MOVEMENT.

Receipts of hides at Chicago for the week ending March 19, 1927, 4,428,000 lbs.; previous week, 3,659,000 lbs.; same week, 1926, 3,242,000 lbs.; from Jan. 1 to March 19, 54,454,000 lbs.; same period, 1926, 36,718,000 lbs.

Shipments of hides from Chicago for the week ending March 19, 1927, 6,620,000 lbs.; previous week, 5,368,000 lbs.; same week, 1926, 5,347,000 lbs.; from Jan. 1 to March 19, 64,465,000 lbs.; same period, 1926, 43,700,000 lbs.

CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ending March 26, 1927, with comparisons, are reported as follows:

PACKER HIDES.

	Week ending Mar. 26, '27.	Week ending Mar. 19, '27.	Cor. week
Spready native steers	17 $\frac{1}{2}$ @18ax	16 @16%	@14 $\frac{1}{2}$ n
Heavy native steers	@14	@14	@12
Heavy Texas steers	@13 $\frac{1}{2}$	@13 $\frac{1}{2}$	@12
Heavy butt branded steers	@13 $\frac{1}{2}$	@13 $\frac{1}{2}$	@12
Heavy Colorado steers	@13	@13	@11 $\frac{1}{2}$
Ex-light Texas steers	@12 $\frac{1}{2}$	@12	10%@11
Branded cows	@12 $\frac{1}{2}$	@12	10%@10
Heavy native cows	12 $\frac{1}{2}$ b@13ax	@12 $\frac{1}{2}$	10%@11
Light native cows	14 @14 $\frac{1}{2}$ b	@13%	@11 $\frac{1}{2}$
Native bulls	9 $\frac{1}{2}$ @10	9 @10	9 @ 9 $\frac{1}{2}$
Branded cows	8 @ 9	8 @ 9	8
Calfskins	17N@16 $\frac{1}{2}$ ax	16 $\frac{1}{2}$ @17 $\frac{1}{2}$ ax	18 @18 $\frac{1}{2}$
Kips, overweights	16 @17 $\frac{1}{2}$ ax	16 $\frac{1}{2}$ @16 $\frac{1}{2}$ ax	15 @15
Kips, regular	16 @14 $\frac{1}{2}$ ax	16 @14	14 @14
Slunks, regular	10 @1.15	1.10 @1.15	1.10 @1.15
Slunks, hairless	70 @75	70 @75	50 @60
Light, Native, Butta, Colorado and Texas steers, 1c per lb. less than heavies.			

CITY AND SMALL PACKERS.

	Week ending Mar. 26, '27.	Week ending Mar. 19, '27.	Cor. week
Natives, all weights	@13 $\frac{1}{2}$ n	13 @13 $\frac{1}{2}$ n	@11 $\frac{1}{2}$
Branded hds.	@12 $\frac{1}{2}$ n	12 @12 $\frac{1}{2}$ n	10%@10 $\frac{1}{2}$
Branded native	9 @ 9 $\frac{1}{2}$ n	9 @ 9 $\frac{1}{2}$ n	9 @ 9 $\frac{1}{2}$
Branded bulls	16 @16%	16 @16%	15 @15
Calfskins	16 @16%	16 @16%	15 @15
Kips	15 $\frac{1}{2}$ @16n	15 $\frac{1}{2}$ @16n	13 $\frac{1}{2}$ @14
Slunks, regular	85 @90	85 @90	81 @80
Slunks, hairless			
No. 1	40 @45n	45 @50n	@40

COUNTRY HIDES.

	Week ending Mar. 26, '27.	Week ending Mar. 19, '27.	Cor. week
Heavy steers	11 $\frac{1}{2}$ @12ax	11 @11 $\frac{1}{2}$ ax	11 @11 $\frac{1}{2}$
Heavy cows	11 @12ax	10 $\frac{1}{2}$ @11ax	9 @ 9 $\frac{1}{2}$
Butts	12 @12 $\frac{1}{2}$ ax	12 @12 $\frac{1}{2}$ ax	9 $\frac{1}{2}$ @10
Extremes	14 @14 $\frac{1}{2}$ ax	14 @14 $\frac{1}{2}$ ax	12 @12
Bulls	8 $\frac{1}{2}$ @9ax	8 @ 8 $\frac{1}{2}$ ax	8 @ 8 $\frac{1}{2}$
Calfskins	13 $\frac{1}{2}$ ax	13 $\frac{1}{2}$ ax	14 @14
Kips	13 $\frac{1}{2}$ ax	13 $\frac{1}{2}$ ax	12 @12
Light calf	1.00 @1.10	1.00 @1.10	80 @ 90
Deacons	1.00 @1.10	1.00 @1.10	70 @ 80
Slunks, regular	60 @ 70	60 @ 70	70 @ 80
Slunks, hairless	15 @ 25	15 @ 25	25 @ 30
Horsehides	4.25 @5.25ax	4.25 @5.25	\$3.75 @4.00
Hogskins	@40	@40	25 @ 30

SEEPSKINS.

	Week ending Mar. 26, '27.	Week ending Mar. 19, '27.	Cor. week
Packer lambs	1.80 @2.60	1.80 @2.60	2.20 @2.25
Pkr. shearlings	92 $\frac{1}{2}$ @1.05	92 $\frac{1}{2}$ @1.05	91 @ 90
Dry pelts	22 @24	22 @24	18 @ 20

Stocks and Distribution of Hides and Skins

Stocks of hides and skins for the month of January, 1927, based on reports received from 4,190 manufacturers and dealers, are reported by the U. S. Department of Commerce as follows:

	Stocks on hand or in transit Jan. 1927.	Stocks disposed of during Jan. 1927.
Cattle, total, hides	3,879,043	3,880,276
Domestic—packer hides	2,781,650	2,934,934
Domestic—other than packer hides	982,475	855,701
Foreign (not including foreign-tanned) hides	104,909	89,641
Buffalo hides	8,415	7,748
Cattle and kip, foreign-tanned hides and skins	3,815,649	4,167,981
Calf and kip skins	118,602	99,255
Hides	151,963	157,896
Fronts, whole	152,170	161,204
Butts, whole	75,033	71,978
Shanks	8,891,591	9,968,798
Goat and kid skins	846,809	940,909
Cabretta skins	6,927,070	5,105,500
Sheep and lamb skins	147,083	136,099
Sheep and lamb skins, dressed	242,081	195,639
Kangaroo and wallaby skins	242,752	205,558
Deer and elk skins	44,098	30,387
Pig and hog skins	441,281	448,188
Pig and hog strips, pounds		398,994
		71,313

ICE AND REFRIGERATION

ICE NOTES.

A cold storage plant to cost \$1,000,000, will be erected at Chester, Pa.

A one-story ice and cold storage plant, which will cost \$6,000 when completed, will be erected at San Luis Obispo, Calif., by the San Luis Ice & Cold Storage Co.

Gonzales, Calif., is to have a new cold storage and ice plant erected by the Union Ice Co.

The Southwestern Ice & Cold Storage Co. at Yuma, Calif., is being improved and enlarged.

A seven-story addition, containing 3,200,000 cubic feet of warehouse space, is planned for the Federal Cold Storage Warehouse of Los Angeles, Calif. When

the new building is completed, this plant will be one of the largest cold storage warehouses on the Pacific coast.

The Jerpe Storage Co., Twelfth and Douglas streets, Auburn, Nebr., will build a \$50,000 cold storage plant.

A new 12-room building, providing 500,000 cubic feet of cold storage space, has been added to the plant of the New Orleans Cold Storage & Warehouse Co., Ltd., New Orleans, La.

The Producers Cold Storage Co., Chillicothe, Mo., will hereafter be known as the Producers Produce Co.

The Rockwell Ice & Cold Storage Co., which will erect a cold storage and ice plant at Camden, Ark., has been incor-

porated with capital stock of \$60,000. W. J. Risinger is vice-president.

C. S. Gletsch has succeeded F. B. Ostermueller as manager of the cold storage department of the Texas Ice & Refrigerating Co., Fort Worth, Texas.

A \$35,000 cooperative cold storage plant will be built at Tallahassee, Fla., by the state and the county.

The Nova Scotia Public Fish & Cold Storage Terminals, Ltd., plan to erect a storage plant at Halifax, N. S.

The cold storage plant of James L. Humphrey, New Bedford, Mass., was recently destroyed by fire.

An ice and cold storage plant is to be erected at 20 Eaker street, Dayton, Ohio, by the Terminal Cold Storage & Ice Co. Estimated cost is \$40,000.

REFRIGERATING ENGINEERS.

About 70 members and guests attended the recent meeting of the Chicago chapter of the American Society of Refrigerating Engineers held at the Chicago Engineers' Club in Chicago. A. J. Authenrieth, president of the local chapter, presided at the meeting, introducing the speaker, J. C. Goosman, who talked on "Factors Governing the Efficiency of Carbon Dioxide Equipment and the Process of CO₂ Liquefaction."

Mr. Goosman demonstrated by explanations of many tests performed with commercial carbon dioxide refrigeration plants, the practical equality of horizontal double acting, and vertical single acting compressors for low as well as high turning speeds.

An interesting and helpful discussion followed the talk.

PORK IN THE WORLD WAR.

(Continued from page 34.)

240,000 tons of foodstuff for relief purposes in Europe, before his departure from the United States on November 18, 1918. Half of this was to be financed provisionally and transported by the War Department. The other half was to be financed provisionally by the Food Administration Grain Corporation.

These supplies contained approximately 70,000,000 pounds of pork products and lard, and were designed to form a nucleus for relief and to be available for immediate diversion to points of need as soon as the question of programs and finance for the different liberated territories had been settled.

It was the middle of January, 1919, before the question of Allied cooperation in the relief work had been settled and consequently before any definite plans or programs could be made. In the meantime, at the end of December, the raising of the blockade had been refused and the British had canceled their January purchases.

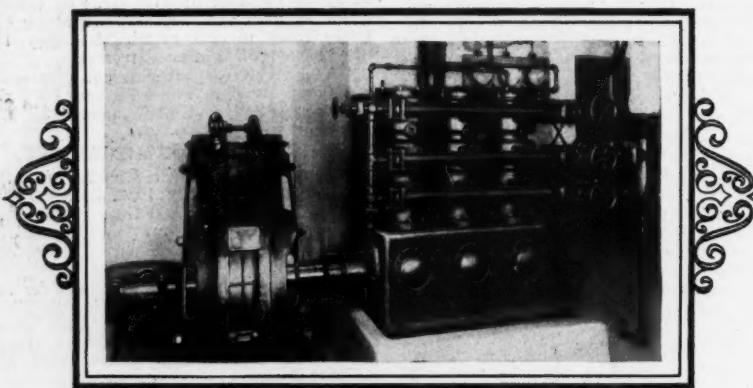
Acting to Save American Pork Market.

The American pork market was in a serious crisis.

Mr. Hoover immediately cabled the Grain Corporation to buy up to 25,000 tons (50,000,000 pounds) of pork and lard for the relief work, although at this time there were no definite programs arranged or any definite means of financing deliveries to the relief areas. In addition to these definite orders, Mr. Hoover cabled the Grain Corporation at later dates to support the pork market by buying still additional quantities if this support was urgently needed.

He was also instrumental in having the American Army and Navy continue a steady buying program during this period and through the Commission for the Relief of Belgium still further advance orders were placed.

As previously pointed out, he secured (Continued on page 54.)



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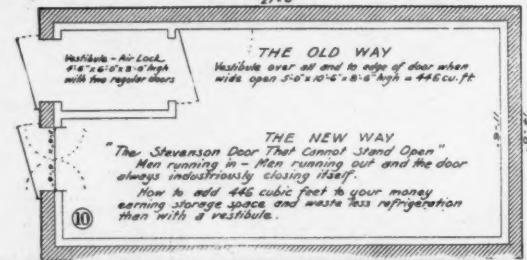
Howe compressors are built in all sizes to meet any refrigeration problem.

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HOWE Dependable Refrigeration

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cu. ft. of money earning STORAGE SPACE



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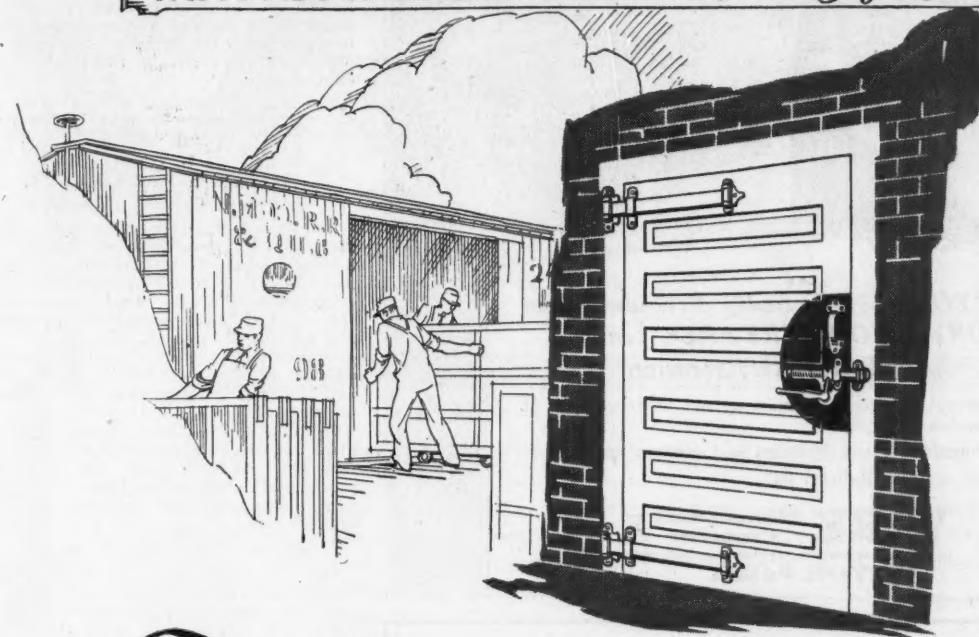
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To meet the constantly growing demand for prompt shipments, we are carrying this year larger stocks of fully assembled doors than ever before.

Right now, our huge stock houses are full to the roof. We've planned ahead and operated our plant at full speed for months, to make up stock for the spring months, when plants everywhere are being overhauled. We are ready for any demands.

Check up your plant for needed replacements. Then wire or mail your door order to Jamison. You'll get your doors when you want them. Your plant will be ready on time.

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Jamison Cold Storage Door Co.

Hagerstown, Maryland, U. S. A.



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SANITARY Refrigeration**

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QUICKLY—To secure rapid turnover
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Unequalled for Quick Chill
Combine Engineering Skill with Wide Experience

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S. C. BLOOM & COMPANY

Engineers—Contractors—Manufacturers

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"Specialists to Packers"

Chicago, Ill.

PORK IN THE WORLD WAR.

(Continued from page 52.)

the continued buying of their regular programs by the French and Italians. Also by working diligently on each individual case, he was able to have the rations of several of the neutral countries increased somewhat.

Packers Live Up to Their Agreements.

These measures were sufficient to relieve the greatest pressure on the pork market. However, in the maintenance of this program, considerable credit is due to the American packers, who at the earnest solicitation of the Food Administration, maintained the price of hogs at the agreed level when every element in the market supply and demand indicated that the price should recede.

Mr. Hoover's confidence in his own analysis of the European food situation made him certain that these products would have to be utilized by Europe before the next harvest. Time and again

his letters and cables expressed his conviction that Europe would be woefully short of fats before the middle of the summer. Later events showed how absolutely correct his analysis of the situation was.

There can be no doubt but that the advance purchase of many thousand tons of these high-priced pork products, for relief purposes, at Mr. Hoover's request, represented the balance that saved the hog market from a ruinous collapse during the months of heavy marketing, particularly January and February, 1919. With the opening of the neutral and enemy markets in March these surplus products were disposed of for cash without any loss to the government.

Difficulties Still to be Met.

It must not be thought that even after the definite formation of the Allied coordinating councils that all went smoothly with the delivery of relief supplies. Throughout this whole period Mr. Hoover

was constantly engaged in smoothing out difficulties and removing obstacles from the path of these operations. Sometimes he did this by entreaty and appeals to a sense of justice and humanity, and sometimes he used the threat of the power he possessed as practically the food dictator of Europe.

The next installment of this story will cover the demand for decontrol of hog prices by American trade and government officials.

MILLER & HART PLANT.

(Continued from page 27.)

The third floor contains the smoked meat hanging room, part of the lard rendering equipment and also the curing cellar. The lard rendering equipment also occupies part of the floor below, as do the smoked meat wrapping department and part of the general office.

The shipping room is on the first floor and has all modern facilities for handling and sending off shipments in a minimum of time.

In addition to these departments the plant is fully equipped with adequate cellars and curing rooms, and a modern power and refrigerating plant. The company also operates its own line of refrigerator cars.

Run on "Sell Right" Principles.

One big reason for the steady growth of the company's business has been the very satisfactory relations which Miller & Hart have always had with their retail trade. They have operated on the principle of giving their trade the best pork products it is possible to produce, and have always believed in maintaining the same price for everyone, never resorting to price cutting as a temporary stimulus to trade.

The filling of orders in the Miller & Hart plant is a model of speed and efficiency, and is designed to fill the customer's order and get it off to the railroad station in the shortest possible time.

The principal jobbing territory of the company is located in the Middle West, and this territory is adequately covered by their salesmen. In addition to their jobbing business they also do a carload business which is national in extent, also carrying on an export business.

"The three cardinal features of our business," says an official of the company, "are quality, service and the maintenance of prices. The latter point is especially important.

Salesmen Cannot "Shade" Prices.

"We do not permit any of our salesmen to cut prices. Each one of them is given a price list each week, and he is expected to stick to it. They know it will do no good to wire or phone in the information that 'So-and-So' is cutting prices and asking permission to meet the cut, because they know we will not allow it.

"We keep our production geared very closely to our sales, and keep our turnover rapid enough so that we never ship stale product to our customers.

"We do not regard customers as mere names on a book, but try to fill their orders with the same care they would if they were able to come to the plant themselves. Consequently we have very little trouble with returned goods or complaints, and some of our customers have been on our books for as long as 25 or 30 years."

In addition to manufacturing all varieties of pork products, Miller & Hart process dried beef in their plant, and do an extensive jobbing business in cheese. At present over 500 people are employed in the plant, exclusive of salesmen.

Officers of the company are:

President, John Roberts; vice-president, John W. Fobes; secretary, D. V. Colbert; treasurer, A. H. Crooks. The board of directors consists of the officers and the following: R. B. Simpson, J. G. Hodgkinson and J. O. Roberts.

MATHIESON

Industrial Chemicals

Plain Talk on Anhydrous Ammonia—1

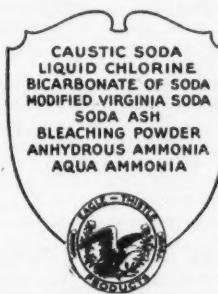
The prevailing low prices on Anhydrous Ammonia represent a market situation without a parallel in the industry—a market in which selling prices bear slight or irregular relation to costs of distribution and production, or to that "fair margin of profit" so essential to any equitable business transaction. It is clear that adjustments of this situation must take place and every wise consumer should now be considering the questions of when this will occur and what will be the extent of the adjustments.

Most of the conditions making up the manufacturer's cost of distribution are inherited from consumers' practices which were built up in the past during the period of inflated price levels. The application of these careless practices, if continued, will make difficult

our effort to merchandise this commodity by the efficient, economical methods we have devised for other liquefied gases.

We refer particularly to the excessive solicitation expense caused by those consumers who do not contract annually for their requirements and by those who do not consider themselves bound by contracts made; the costs in effort and extra investment charged to the manufacturer by carelessness with regard to the return of empty cylinders; the costs charged to the manufacturer by failure to pay invoices according to terms of sale.

A better understanding and thorough-going cooperation between Ammonia users and manufacturers will undoubtedly result in great benefit to both.



The function of business is to provide for the material needs of mankind, and to increase the wealth of the world and the value of happiness in life. In order to perform its function it must offer a sufficient opportunity for gain to compensate individuals who assume its risks, but the motives which lead individuals to engage in business are not to be confused with the function of business itself. When business enterprise is successfully carried on with constant and efficient endeavor to reduce the costs of production and distribution, to improve the quality of its products, and to give fair treatment to customers, capital, management, and labor it renders public service of the highest value.
(From Principles of Business Conduct, adopted by National Association of Ice Industries)

The MATHIESON ALKALI WORKS Inc.
250 PARK AVE. NEW YORK CITY

PHILADELPHIA CHICAGO PROVIDENCE CHARLOTTE CINCINNATI

Works: Niagara Falls, N. Y.—Saltville, Va.

Warehouse Stocks at all Distributing Centers

Deal Direct with the Manufacturer

Chicago Section

R. H. Funke, of the William Schludenberg-T. J. Kudl Co., Baltimore, Md., was a Chicago visitor this week.

Frank Kohrs, secretary and treasurer of the Kohrs Packing Co., Davenport, Ia., was a Chicago visitor this week.

Charles Niethammer, of the Casper Packing Company, Casper, Wyo., was a visitor in Chicago during the week.

Joseph Emmart, president of the Emmart Packing Co., Louisville, Ky., made a trip to the city during the week.

T. P. Gibbons, head of the hide department of the Cudahy Packing Co., Chicago, made a trip to New York City recently.

James Montgomery, head of the beef department of Swift & Co., Harrison, N. J., visited the Chicago office this week.

Carl Zeitler, assistant superintendent of the Sieloff Packing Co., St. Louis, spent a few days in Chicago this week calling on the trade.

Fred G. Duffield, vice-president of Jacob E. Decker & Sons Co., Inc., Mason City, Ia., called on some of his Chicago friends this week.

Packers' purchases of livestock at Chicago for the first four days of this week totaled 32,991 cattle, 12,413 calves, 60,764 hogs, and 31,561 sheep.

C. B. Martin, president of Sterne & Son Co., prominent Chicago packinghouse brokers, is back at his desk after a month's vacation spent in Florida.

H. P. Henschien R. J. McLaren
Architects
HENSCHIEN & McLAREN
1637 Prairie Ave. Chicago, Ill.
PACKING PLANTS AND COLD STORAGE CONSTRUCTION

Fred J. Anders Chas. H. Reimers
ANDERS & REIMERS
ARCHITECTS
ENGINEERS
314 Erie Bldg.
Cleveland, O.
Packing House
Specialists

M. P. BURT & COMPANY
Engineers & Architects
Packinghouse and Cold Storage Designing—
Consultation on Power and Operating Costs,
Curing, etc. You profit by our 26 years' experience.
Lower construction cost. Higher efficiency.
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GARDNER & LINDBERG
ENGINEERS
Mechanical, Electrical, Architectural
SPECIALTIES, Packing Plants, Cold Storage,
Manufacturing Plants, Power Installations,
Investigations
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Chas. F. Kamrath H. C. Christensen
KAMRATH & CHRISTENSEN
Specialized
Architectural and Engineering Service
Packing Plants, Cold Storage, Car Icing
111 W. Jackson Blvd. Chicago, Ill.

John W. Hall, prominent packing house broker of Chicago, is spending a few weeks touring in the East on a combined business and pleasure trip.

E. P. Kelly of the Capital City Products Co., Columbus, Ohio, visited friends in Chicago this week en route to his home after a two months' vacation spent in Honolulu.

Prices realized on Swift & Company's sales of carcass beef in Chicago for week ending March 19, 1927, on shipments sold out were as follows: Cows, common to good, 9.50@14.50c; steers, common to medium, 14@16c; steers, good to choice, 16@20c; and averaged 14.35c a pound.

Provision shipments from Chicago for the week ending March 19, 1927, with comparisons, are reported as follows:

	Cor.	Last week.	Prev. week.	week, 1926.
Cured meats, lbs.	12,256,000	14,260,000	17,732,000	
Fresh meats, lbs.	40,504,000	41,628,000	42,887,000	
Lard, lbs.	7,011,000	5,942,000	7,007,000	

BROKERS CHANGE NAME.

The packinghouse brokerage firm of Payne & Reed, Philadelphia, Pa., will henceforth be known as F. C. Reed & Son, the interest of Charles W. Payne having been acquired by the new concern. Gordon C. Reed, the new junior partner, has been actively connected with the business for a number of years, while his father, Frank C. Reed, is one of the best-known brokers in the East.

TRIUMPH ELECTRIC CHANGES.

Several changes in the sales organization of the Triumph Electric Corporation, makers of electric motors, Cincinnati, Ohio, were announced this week.

O. L. Rimoldi has been appointed district manager of the New York territory, with headquarters at Room 844, Woolworth Bldg., 223 Broadway; while E. W. Martin has been made district manager of the Chicago territory, with headquarters at Room 447, Monadnock Block, 53 W. Jackson Blvd., Chicago.

Frank E. Gibson has joined the Manufacturers Agency of E. B. Busby, 2315 Dime Bank Bldg., Detroit, representing the company's interests in that territory.

What are the characteristics of neutral lard, and for what is it used? Ask "The Packer's Encyclopedia," the "blue book" of the meat packing industry.

C. W. RILEY, Jr. BROKER

3109 Union Central Bldg., Cincinnati, O.
Provisions, Oils, Greases and Tallow
Offerings Solicited

George F. Pine Walter L. Munnecke
Pine & Munnecke Co.
Packing House & Cold Storage
Construction; Cork Insulation &
Overhead Track Work
516 Murphy Detroit, Mich. 155 Congress
Bldg. Street

Packing House Products Oldest Brokers in Our Line

Tallow
Grease
Provisions
Oils
Carcass Beef—P. S. Lard—Green Pork
Boneless Beef—Ref. Lard—Cured Pork
Quick Reliable Service Guaranteed
Eight Phones Postal Telegraph Building
All Working CHICAGO, ILL.



GRICE ASSOCIATES

INCORPORATED

Consultants to Management

METROPOLITAN BANK BLDG.

MINNEAPOLIS, MINNESOTA

PACKERS ARCHITECTURAL & ENGINEERING CO.

WILLIAM H. KNEHANS, Chief Engineer

ABATTOIR PACKING AND COLD STORAGE PLANTS

Manhattan Building, Chicago, Ill.

Cable Address, Pacarco

March 26, 1927.

THE NATIONAL PROVISIONER

57

DEATH OF CHARLES W. ARMOUR.

Charles W. Armour, vice-president of Armour and Company, died at his home in Kansas City, Mo., on March 22 at the age of 70 years. He was a nephew of Philip D. Armour, founder of the company, and had spent practically his whole life time with the packing concern.

Since 1901 he has resided in Kansas City, and has had an active part in the operation of the plant there, although in recent years his health did not permit him to undertake full responsibility for its management.

Charles Waterman Armour was born at Stockbridge, N. Y., June 10, 1857. His father was Andrew W. Armour, the eldest brother of the original Philip D. Armour.

With his brother Kirkland, Charles joined the staff of Armour and Company as soon as he had completed his schooling. The former became in time the active head of the Kansas City plant, while Charles spent about half of his time in New York as the company's Eastern representative. When his brother died in 1901, Charles returned to Kansas City, and remained there until the time of his death.

He was married in 1893 to Rebecca D. Camp, who survives him. They had no children.

The funeral was held Thursday afternoon, March 24, from St. Paul's Episcopal church in Kansas City, and was very largely attended by representatives from the industry, as well as personal friends.

Among those from the Chicago plant who attended the funeral were J. Ogden Armour, chairman of the board, F. Edson White, president, and vice-presidents P. D. Armour, Lester Armour and A. Watson Armour.

The honorary pall bearers were Walton W. Holmes, John F. Downing, George S. Hovey, Dr. James G. Montgomery, E. F. Swinney, John G. Groves, Robert M. Goodlett and John H. Bovard.

Active pall bearers were C. E. Matthews, W. B. McElroy, E. H. Peabody, E. C. Hersh, H. C. Allen, L. G. Klinger, H. A. Wyatt and J. D. McLeese.

AN ENTHUSIASTIC CUSTOMER.

Every packer feels that his products are best, and is always happy when a customer tells him so.

Here is a testimonial to the merits of Milwaukee bacon all the way from the hills of New Hampshire. The writer explains that he lived in Milwaukee for thirty years, and "there were few mornings that your bacon did not grace my table." He couldn't find it in New England, but when a friend sent him a strip about holiday time he was so overjoyed that he broke into verse, as follows:

From New Hampshire's hills I'm statin'
On the first day of the year
That a juicy side from Layton
Came the family to cheer.

When it comes to rightly curin'
The remains of noble swine,
Listen closely to me durin'
This interestin' theme of mine.

There's a nutty smell a workin'
In our kitchen here in town,
While the percolator's perkin,
And the toast is turnin' brown.

'Tis Layton's good back bacon
That is sizzlin' in the pan,
And the flavor's apt to waken
Appetite in any man.

Good in summer, fall and winter,
Also just as good in spring,
When a bird on every splinter
Strains his little throat to sing.

When you've made your morning toilet
And before you start for town,
Fry it, broil it—you can't spoil it—
Layton's bacon, chestnut brown.

—E. W. CHUBB.

MOSSE LEATHER REPORT.

A successful year during 1926 was reported in the annual statement of the J. K. Mosser Leather Corporation, Chicago. Earnings available for dividends amounted to \$1,002,379.82, equivalent to \$1.69 per share on outstanding stock.

In his statement to the stockholders, President H. W. Boyd said:

"We are pleased to report that your company's operations in 1926 were satisfactory.

"The volume of business was in accord with the company's recognized place in the trade. Earnings available for dividends amounted to \$1,002,379.82, equivalent to \$1.69 per share on outstanding stock. The strength of our financial position is reflected in current assets as of December 31, 1926, amounting to \$12,349,541.96 as compared with current liabilities of \$1,388,745.11, or a ratio of approximately nine to one.

"We have about completed the conversion of the Armour Leather Company securities into stock of the J. K. Mosser Leather Corporation. Less than 2 per cent remains to be converted, and we urge the owners of those securities to make the exchange as soon as possible.

"Our tanneries continue to make leather of the best quality and we have every reason to expect that our business in 1927 will result in normal volume and satisfactory profits."

Substantially all the stock of this corporation is owned by Armour and Company.

GEORGE CASEY AGAIN HONORED.

George A. Casey, of the Wilmington Provision Co., Wilmington, Del., has been re-elected chairman of the provision division committee of the Commercial Exchange of Philadelphia for the year 1927, it was announced recently. This is one of the most important committees of the exchange.

Other members of this committee are T. A. Connors, F. Marion Hall, Jas. S. McVey, Robt. M. Owthwaite, F. A. Vogt, E. Frank Lavan and B. C. Dickinson.

CANADIAN LIVESTOCK PRICES.

Summary of top prices for livestock at leading Canadian centers for the week ending March 17, 1927, with comparisons:

BUTCHER STEERS.

1,000-1,200 lbs.

	Week ended Mar. 17.	Previous week.	Same week, 1926.
Toronto	\$8.50	\$8.35	\$7.75
Montreal (W)	8.00	7.65	7.75
Montreal (E)	8.00	7.65	7.75
Winnipeg	7.25	7.25	6.50
Calgary	6.50	6.50	6.50
Edmonton	7.00	7.00	6.50
Pr. Albert	5.50	6.00	....
Moose Jaw	7.00	7.25	....

VEAL CALVES.

Toronto	\$14.00	\$13.50	\$13.50
Montreal (W)	12.00	11.00	10.00
Montreal (E)	11.00	11.00	10.00
Winnipeg	11.00	11.00	10.50
Calgary	9.50	9.25	8.00
Edmonton	11.00	11.00	10.00
Pr. Albert	7.00	....	10.00
Moose Jaw	11.00	11.00	....

SELECT BACON HOGS.

Toronto	\$12.50	\$12.50	\$15.00
Montreal (W)	13.10	13.10	14.25
Montreal (E)	13.10	13.10	14.25
Winnipeg	11.38	11.27	14.02
Calgary	12.21	12.04	14.13
Edmonton	12.10	11.99	13.75
Pr. Albert	10.72	11.11	....
Moose Jaw	11.38	11.66	....

GOOD LAMBS.

Toronto	\$14.00	\$14.00	\$14.50
Montreal (W)	11.00	11.00	11.25
Montreal (E)	11.00	11.00	11.25
Winnipeg	10.50	11.80	12.00
Calgary	11.00	11.00	11.50
Edmonton	11.50	11.50	12.00
Pr. Albert	10.72	11.11	....
Moose Jaw	11.38	11.66	....

CHICAGO LIVESTOCK.

RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Mar. 14	18,463	3,107	48,654	16,150
Tues., Mar. 15	10,939	3,338	27,144	7,372
Wed., Mar. 16	8,952	2,130	19,861	12,348
Thur., Mar. 17	7,348	4,223	38,902	9,028
Fri., Mar. 18	1,931	518	31,078	5,915
Sat., Mar. 19	237	81	3,625	3,329

Total last week 47,870 13,395 169,264 54,021
Previous week 48,415 14,707 137,690 67,137
Year ago 64,175 17,616 151,953 89,562
Two years ago 51,451 20,098 145,914 82,005

SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Mar. 14	4,460	392	13,074	1,818
Tues., Mar. 15	2,693	118	7,000	2,019
Wed., Mar. 16	3,664	170	8,821	3,887
Thur., Mar. 17	2,601	102	5,161	5,874
Fri., Mar. 18	1,313	167	8,240	2,900
Sat., Mar. 19	56	....	1,080	284

Total last week 14,817 949 40,554 17,892
Previous week 14,359 923 20,082 18,166
Year ago 16,369 1,073 58,829 28,432
Two years ago 16,186 705 41,709 22,443

Receipts at Chicago Stock Yards thus far this year to March 19, with comparative totals:

	1927.	1926.
Cattle	609,096	648,712
Calves	149,768	108,856
Hogs	1,817,298	1,924,814
Sheep	896,165	956,189

Combined weekly hog receipts at eleven markets for week ending March 19, with comparisons:

	Week ending March 19.	561,000
Previous week	201,000	482,000
1926	221,000	329,000
1925	179,000	218,000
1924	188,000	189,000
1923	163,000	212,000
1922	155,000	225,000

Combined receipts at seven markets for the week ending March 19, with comparisons:

	Cattle.	Hogs.	Sheep.
1927	1,897,000	5,710,000	2,211,000
1926	2,110,000	5,914,000	2,404,000
1925	2,078,000	7,988,000	2,195,000
1924	2,139,000	8,792,000	2,287,000
1923	2,156,000	7,881,000	2,436,000
1922	2,024,000	5,833,000	2,226,000

*Previous to 1927 calves at Omaha, St. Louis and St. Joseph counted as cattle.

Chicago Stock Yards receipts, average weight and top and average prices for hogs, with comparisons:

	Average weight received lbs.	Top Average.	Prices—Received lbs. Top Average.
*This week	169,600	244	\$12.20 \$11.40
Previous week	137,690	239	12.30 11.55
1926	151,953	245	14.25 12.00
1925	145,914	238	14.60 14.05
1924	206,022	231	7.65 7.50
1923	186,410	228	8.85 8.25
1922	114,021	241	10.00 10.00

AV. 1922-1926 160,800 237 \$11.20 \$10.30

*Receipts and average weight for week ending March 19, 1926, unofficial.

WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.
*Week ending Mar. 19.	32,800	128,600	35,300
Previous week	34,056	87,608	48,971
1926	47,815	92,124	63,180
1925	35,265	104,214	59,562
1924	38,795	128,492	44,377

*Saturday, March 19, estimated.

Chicago packers hog slaughters for the week ending March 19, 1927:

Armour & Co.	22,600
Anglo-American	2,800
Swift & Co.	12,200
Hammond Co.	7,100
Morris & Co.	9,700
Wilson & Co.	18,700
Boyd-Lunham	5,400
Western Packing Co.	7,500
Roberts & Oake	6,400
Miller & Hart	7,200
Independent Packing Co.	6,100
Brennan Packing Co.	8,800
Agar Packing Co.	5,400
Others	22,100
Total	132,200
Previous week	96,300
1926	92,100
1925	110,100
1924	142,100

(For Chicago livestock prices see page 48.)

March 26, 1927.

Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY MARKET SERVICE

CASH PRICES.

Based on Actual Carlot Trading, Thursday,
March 24, 1927.

Green Meats.

Regular Hams—

8-10 lbs. avg. @23½
10-12 lbs. avg. @22½
12-14 lbs. avg. @20½
14-16 lbs. avg. @20½
16-18 lbs. avg. @20½
18-20 lbs. avg. @20½

Skinned Hams—

14-16 lbs. avg. @23½
16-18 lbs. avg. @23½
18-20 lbs. avg. @22½
22-24 lbs. avg. @21½
22-24 lbs. avg. @21
24-26 lbs. avg. @20
25-30 lbs. avg. @19½

Picnics—

4-6 lbs. avg. @15
6-8 lbs. avg. @14
8-10 lbs. avg. @13½
10-12 lbs. avg. @13½
12-14 lbs. avg. @13½

Bellies—(Square cut and seedless)

6-8 lbs. avg. @24
8-10 lbs. avg. @23
10-12 lbs. avg. @22½
12-14 lbs. avg. @20½
14-16 lbs. avg. @18½
16-20 lbs. avg. @18

Pickled Meats.

Regular Hams—

8-10 lbs. avg. @22½
10-12 lbs. avg. @22½
12-14 lbs. avg. @21½
14-16 lbs. avg. @21½
16-18 lbs. avg. @21½
18-20 lbs. avg. @21

Bologna Hams—(house run)

16-18 lbs. avg. @21½
18-20 lbs. avg. @21½
20-22 lbs. avg. @21½

Skinned Hams—

14-16 lbs. avg. @23½
16-18 lbs. avg. @23½
20-22 lbs. avg. @23½
22-24 lbs. avg. @21½
24-26 lbs. avg. @20½
25-30 lbs. avg. @19½

Picnics—

4-6 lbs. avg. @15
6-8 lbs. avg. @14
8-10 lbs. avg. @13½
10-12 lbs. avg. @13½
12-14 lbs. avg. @13

Bellies—(Square cut and seedless)

6-8 lbs. avg. @23
8-10 lbs. avg. @22½
10-12 lbs. avg. @21½
12-14 lbs. avg. @20½
14-16 lbs. avg. @19

Dry Salt Meats.

Extra short clears, 35/45

Extra short ribs, 35/45

Regular plates, 6-8

Clear plates, 4-6

Jowl butts

Fut Backs—

8-10 lbs. avg. @9½
10-12 lbs. avg. @10½
12-14 lbs. avg. @11½
14-16 lbs. avg. @13½
18-20 lbs. avg. @13½
20-25 lbs. avg. @14½

Clear Bellies—

16-18 lbs. avg. @17½
18-20 lbs. avg. @17½
20-25 lbs. avg. @16½
25-30 lbs. avg. @16½
30-35 lbs. avg. @16½
35-40 lbs. avg. @16½
40-50 lbs. avg. @16

PURE VINEGARS

A. P. CALLAHAN & COMPANY

2407 SOUTH LA SALLE STREET

CHICAGO, ILL.

FUTURE PRICES.

Official Board of Trade Range of Prices

SATURDAY, MARCH 19, 1927.

Open.	High.	Low.	Close.
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LARD—

Mar.	12.50	12.52½	12.47½	12.52½
May	12.70	12.72½	12.70	12.72½

CLEAR BELLIES—

May	16.55	16.55	16.55	16.55
July	16.20	16.20	16.20	16.20

MONDAY, MARCH 21, 1927.

Open.	High.	Low.	Close.
-------	-------	------	--------

LARD—

Mar.	12.40b	12.40b	12.40b	12.40b
May	12.55	12.57½	12.55	12.55
July	12.75	12.77½	12.75	12.77½
Sept.	13.00	12.97½	12.97½	13.00b
Oct.	13.00b	13.00b	13.00b	13.00b

CLEAR BELLIES—

May	16.55b	16.55b	16.55b	16.55b
July	16.20n	16.20n	16.20n	16.20n

TUESDAY, MARCH 22, 1927.

Open.	High.	Low.	Close.
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LARD—

Mar.	12.35b	12.35b	12.35b	12.35b
May	12.57½	12.62½	12.47½	12.47½
July	12.77½	12.82½	12.70	12.70ax
Sept.	13.00	13.02½	12.92½	12.92½
Oct.	13.00ax	13.00ax	13.00ax	13.00ax

SHORT RIBS—

May	14.60	14.60	14.60	14.60
July	14.20n	14.20n	14.20n	14.20n

WEDNESDAY, MARCH 23, 1927.

Open.	High.	Low.	Close.
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LARD—

Mar.	12.37½	12.37½	12.37½	12.37½
May	12.47½	12.50	12.37½	12.47½
July	12.70	12.70	12.60	12.70ax
Sept.	12.92½	12.92½	12.90	12.92½
Oct.	12.97½	12.97½	12.97½	12.97½

CLEAR BELLIES—

May	16.65	16.65	16.65	16.65b
July	16.20n	16.20n	16.20n	16.20n

THURSDAY, MARCH 24, 1927.

Open.	High.	Low.	Close.
-------	-------	------	--------

LARD—

Mar.	12.45	12.45	12.45	12.45
May	12.52½	12.52½	12.50	12.50b
July	12.75	12.75	12.72½	12.72½
Sept.	13.00	13.00	13.00	13.00b
Oct.	13.00b	13.00b	13.00b	13.00b

SHORT RIBS—

May	14.50	14.62½	14.50	14.60b
July	14.30n	14.30n	14.30n	14.30n

CHICAGO HOG PURCHASES.

Purchases of hogs by Chicago packers for the week ending Thursday, March 24, 1927, with comparisons, were as follows:

	Week ending Mar. 24.	Prev. week.	Cor. week.
Armour & Co.	8,925	7,851	5,402
Anglo-Amer. Prov. Co.	3,282	6,055	3,679
Swift & Co.	6,919	9,313	4,946
G. H. Hammond Co.	4,491	7,252	4,236
Morris & Co.	8,468	8,639	5,144
Wilson & Co.	8,237	9,801	5,800
Boyd-Lunham Co.	3,442	5,534	3,334
Western Pkg. & Prov. Co.	6,022	9,430	8,109
Roberts & Outte.	3,551	6,066	6,112
Mills & Hart.	3,963	4,304	5,784
Independent Packing Co.	3,763	5,447	2,867
Brennan Packing Co.	5,850	5,950	6,560
Agar Packing Co.	3,000	3,000	2,475
Total	71,735	84,112	64,589

CHICAGO RETAIL FRESH MEATS.

Beef.

No. 1. No. 2. No. 3.

Rib roast, heavy end.	25	29	12
Rib roast, light end.	36	28	20
Chops, round.	22	18	14
Steaks, round, first cut.	40	30	20
Steaks, sirloin, first cut.	40	32	22
Steaks, porterhouse.	50	37	25
Steaks, flank.	28	25	18
Beef stew, chuck.	20	18	12½
Corned briskets, boneless.	24	22	18
Corned plates.	16	12	10
Corned rumps, boneless.	25	22	18

Lamb.

Good. Com.

Hindquarters.	45	25
Legs.	45	30
Stews.	20	15
Chops, shoulder.	25	20
Chops, ribs and loin.	45	25

Mutton.

Legs. Stew. Shoulders. Chops, rib and loin.

Legs.	26	28	30
Stew.	10	10	10
Shoulders.	16	16	16
Chops, rib and loin.	35	35	35

Pork.

Loins, whole, 8@10 avg. 25@27

Loins, whole, 8@10 avg.	25	27
Loins, whole, 10@12 avg.	25	27
Loins, whole, 12@14 avg.	24	26
Chops.	28	32
Shoulders.	12	12

Butcher's Offal.

Suet. Shop fat. Bones, per 100 lbs. Calf skins. Kips. Deacons.

Suet.	6
Shop fat.	3
Bones, per 100 lbs.	50
Calf skins.	15
Kips.	13
Deacons.	12

CURING MATERIALS.

Bbls. Sacks.

Nitrite of Soda, l. c. l. Chicago.	9%
Double refined saltpetre, gran., l. c. l.	6%
Crystals.	8
Double refined nitrate of soda, f. o. b. N. Y. S. S., carloads.	3%
Less than carloads, granulated.	4%
Crystals.	5%
Kegs, 100@200 lbs., 1c more.	5
Boric acid, in carloads, powdered, in bbls.	9%
Crystal to powdered, in bbls., in 5-ton lots or more.	9%
In bbls. in less than 5-ton lots.	9%
Borax, carloads, powdered, in bbls.	5
In ton lots, gran. or powdered, in bbls.	5%
Salt—	
Granulated, car lots, per ton f.o.b. Chicago.	
bulk.	\$6.00
Medium, car lots, per ton, f.o.b. Chicago.	
bulk.	9.10
Rock, car lots, per ton, f.o.b. Chicago.	
bulk.	7.60
Sugar—	
Raw sugar, 96 basis, f.o.b. New Orleans.	@4.95
Second sugar, 90 basis.	None
Syrup, testing 63 and 65 combine sucrose and invert, New York.	@ .40
Standard granulated f.o.b. refiners (2%).	@ .05
Packers' curing sugar, 100 lb. bags, f.o.b. La., less 2%.	@5.70
Packers' curing sugar, 250 lb. bags, f.o.b. Reserve, La., less 2%.	@5.00

H. G. S.

Packing House White Paint

Harry G. Sargent Paint Co.
502 Mass. Ave., INDIANAPOLIS, IND.

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.

	Week ending	Cor. week,
	March 26.	1926.
Prime native steers	18	@20
Good native steers	16	@18
Medium steers	14	@16
Heifers, good	13	@18
Cows	10	@14
Hind quarters, choice	25	@24
Fore quarters, choice	16	@15

Beef Cuts.

	Week ending	Cor. week,
	March 26.	1926.
Steer Loins, No. 1	36	@37
Steer Loins, No. 2	34	@35
Steer Short Loins, No. 1	48	@50
Steer Short Loins, No. 2	43	@45
Steer Loin Ends (hips)	26	@27
Steer Loin Ends, No. 2	25	@26
Cow Loins	20	@19
Cow Short Loins	26	@19
Cow Loin Ends (hips)	16	@16
Steer Ribs, No. 1	23	@24
Steer Ribs, No. 2	22	@17
Cow Ribs, No. 1	16	@17
Cow Ribs, No. 2	16	@17
Cow Ribs, No. 3	11	@11
Steer Rounds, No. 1	10 1/2	@17
Steer Rounds, No. 2	10	@16 1/2
Steer Chucks, No. 1	15	@13 1/2
Steer Chucks, No. 2	13 1/2	@14 1/2
Cow Rounds	14	@11 1/2
Cow Chucks	11	@11 1/2
Steak Plates	8 1/2	@11 1/2
Medium Plates	8 1/2	@11 1/2
Bristols, No. 1	16	@16
Briskets, No. 2	12	@12
Steer Naval Ends	8 1/2	@9 1/2
Cow Naval Ends	8 1/2	@9
Fore Shanks	8 1/2	@7 1/2
Hind Shanks	7 1/2	@6
Rolls	21	@20
Strip Loins, No. 1, boneless	45	@45
Strip Loins, No. 2	40	@40
Strip Loins, No. 3	35	@35
Sirloin Butts, No. 1	30	@28
Sirloin Butts, No. 2	22	@22
Sirloin Butts, No. 3	15	@15
Butt of Tenderloins	70	@65
Beef Tenderloins, No. 2	65	@60
Hump Butts	18	@18
Flank Steaks	18	@14
Shoulder Clods	15	@15
Hanging Tenderloins	10	@10

Beef Products.

	14 1/2 @ 15 1/2
Brains (per lb.)	11 @12
Hearts	8 @10
Tongues	22 @20
Sweetbreads	40 @40
Ox-Tail, per lb.	9 @12
Fresh Tripe, plain	6 @4
Fresh Tripe, H. C.	7 1/2 @6 1/2
Livers	10 @14
Kidneys, per lb.	10 1/2 @14
Kidneys	9 1/2 @10

Veal.

	14 1/2 @ 15 1/2
Choice Carcass	20 @21
Good Carcass	15 @19
Good Saddles	20 @30
Good Backs	12 @16
Medium Backs	10 @12

Veal Products.

	14 1/2 @ 15 1/2
Brains, each	13 @14
Sweetbreads	6 @6
Calf Livers	45 @45

Lamb.

	14 1/2 @ 15 1/2
Choice Lambs	28 @30
Medium Lambs	28 @28
Choice Saddles	35 @29
Medium Saddles	33 @27
Choice Fore	25 @18
Medium Fore	23 @16
Lamb Fries, per lb.	32 @32
Lamb Tongues, each	13 @13
Lamb Kidneys, per lb.	25 @25

Mutton.

	14 1/2 @ 15 1/2
Heavy Sheep	6 @17
Light Sheep	6 @19
Heavy Saddles	20 @20
Light Saddles	22 @18
Heavy Fore	14 @10
Light Fore	18 @13
Mutton Legs	25 @20
Mutton Loins	20 @12
Mutton Stew	14 @10
Sheep Heads, each	13 @13
Sheep Heads, each	10 @10

Fresh Pork, Etc.

	14 1/2 @ 15 1/2
Dressed Hogs	17 1/2 @19
Pork Loins, 8@10 lbs. avg.	25 @26
Hams	26 @27
Backs	26 @29
Cais	17 @18
Skinned Shoulders	16 @17
Tenderloins	55 @58
Spare Ribs	14 @15
Leaf Lard	13 @13
Back Fat	13 @14
Butts	21 @21
Hocks	17 @18
Tails	15 @15
Neck Bones	4 1/2 @ 5 1/2
Tall Bones	12 @12
Slim Bones	9 @9
Blade Bones	14 @15
Pits' Feet	6 @6
Kidneys, per lb.	8 @9
Livers	14 @15
Brains	8 @9
Ears	8 @9
Snouts	8 @9
Heads	10 @10

DOMESTIC SAUSAGE.

Fancy pork sausage, in 1-lb. carton	28
Country style sausage, fresh, in link	20
Country style sausage, fresh, in bulk	18
Mixed sausage, fresh	25
Frankfurts in sheep casings	16
Frankfurts in pork casings	22
Bologna in beef bungs, choice	18
Bologna in cloth, paraffined, choice	16
Bologna in beef middles, choice	23
Liver sausage in hog bungs	19
Liver sausage in beef rounds	20
Head cheese	21
New England luncheon specialty	22
Liberty luncheon specialty	23
Meat loaf luncheon specialty	24
Tongue sausage	14 1/2
Blood sausage	23
Polish sausage	15
Sausage	15

DRY SAUSAGE.

Cervelat, choice, in hog bungs	28
Cervelat, new condition, in hog bungs	26
Cervelat, new condition, in beef middles	24
Thuringer Cervelat	22
Farmer	21
Holsteiner	20
B. C. Salami, choice	19
Milano Salami, choice in hog bungs	18
B. C. Salami, new condition	17
Frisses, choice, in hog middles	16
Capicoli	15
Italian style hams	14
Virginia hams	13

SAUSAGE IN OIL.

Bologna style sausage in beef rounds	7.00
Small tins, 2 to crate	8.00
Frankfurt style sausage in sheep casings	8.50
Small tins, 2 to crate	9.50
Frankfurt style sausage in pork casings	7.50
Large tins, 2 to crate	9.00
Smoked link sausage in pork casings	7.50
Small tins, 2 to crate	8.50
Large tins, 1 to crate	9.50

SAUSAGE MATERIALS.

Regular pork trimmings	9 @ 9 1/2
Special lean pork trimmings	17 @ 17 1/2
Extra lean pork trimmings	19 @ 19 1/2
Neck bone trimmings	11 1/2 @ 12
Neck bone trimmings, heavy	9 @ 9 1/2
Pork hearts	6 @ 6
Fancy boned, bull meat (heavy)	11 1/2 @ 12
Boneless chuck	10 @ 10
Shank meat	10 @ 10
No. 1 beef trimmings	10 @ 10 1/2
Beef hearts	6 @ 6
Beef cheeks (trimmed)	8 @ 8
Dr. canner cows, 300 lbs. and up	10 @ 10 1/2
Dr. cutters, 400 lbs., 500@700 lbs.	10 @ 10 1/2
Dr. Bologna bulls, 500@700 lbs.	10 @ 10 1/2
Beef tripes	3 1/2 @ 4
Cured pork tongues (can. trim.)	18 @ 18 1/2

(These are prices to wholesalers, on material packed in new slack barrels for shipment.)

SAUSAGE CASINGS.

(F. O. B. CHICAGO.)	
Beef rounds, domestic, 180 sets per tierce, per set	20 @ 20
Beef rounds, domestic, 140 sets per tierce, per set	28 @ 28
Beef rounds, export, 220 sets per tierce, per set	26 @ 26
Beef middles, 110 sets per tierce, per set	20 @ 20
Beef bungs, No. 1, 400 pieces per tierce, per piece	20 @ 20
Beef bungs, No. 2, 400 pieces per tierce, per piece	24 @ 24
Beef weasands, No. 1, per piece	15 @ 15
Beef weasands, No. 2, per piece	12 @ 12
Beef bladders, small, per dozen	38 @ 38
Beef bladders, medium, per dozen	42 @ 42
Beef bladders, large, per dozen	25 @ 25
Hog casings, narrow, per bbl.	30 @ 30
Hog middles, without cap, per set	16 @ 16
Hog middles, with cap, per set	20 @ 20
Hog bungs, export	38 @ 38
Hog bungs, large prime	20 @ 20
Hog bungs, medium	20 @ 20
Hog bungs, small prime	20 @ 20
Hog bungs, narrow	20 @ 20
Hog stomachs, per piece	6 @ .06

VINEGAR PICKLED PRODUCTS.

Regular tripe, 300-lb. bbl.	14.00
Honeycomb tripe, 200-lb. bbl.	16.00
Pocket honeycomb tripe, 200-lb. bbl.	18.00
Pork feet, 200-lb. bbl.	17.50
Pork tongues, 200-lb. bbl.	63.00
Lamb tongues, long cut, 200-lb. bbl.	42.00
Lamb tongues, short cut, 200-lb. bbl.	51.00

BARRELED PORK AND BEEF.

Mess pork, regular	35.00
Family back pork, 20 to 34 pieces	38.00
Family back pork, 35 to 45 pieces	37.00
Clear back pork, 40 to 50 pieces	22.00
CLEAR plate pork, 35 to 45 pieces	22.50
Clear plate pork, 25 to 35 pieces	24.00
Brisket pork	31.00
Beef pork	25.00
Plate beef	28.00
Extra plate beef, 200 lb. bbls.	22.00
Ash pork barrels, black iron hoops	\$1.67 1/2 @ 1.72 1/2
Ash pork barrels, black iron hoops	1.90 @ 1.95
Ash pork barrels, galv. iron hoops	1.87 1/2 @ 1.92 1/2
White oak ham tierces	28.25
Red oak lard tierces	2.37 1/2 @ 2.40
White oak lard tierces	2.87 1/2 @ 2.92 1/2

COOPERAGE.

Ash pork barrels, black iron hoops	1.87 1/2 @ 1.92 1/2
Ash pork barrels, galv. iron hoops	1.90 @ 1.95
Ash pork barrels, galv. iron hoops	1.87 1/2 @ 1.92 1/2
White oak ham tierces	28.25
Red oak lard tierces	2.37 1/2 @ 2.40
White oak lard tierces	2.87 1/2 @ 2.92 1/2

OLEOMARGARINE.

Highest grade natural color animal fat margarine in 1-lb. cartons, rolls or prints, f.o.b. Chicago	15 1/2
White animal fat margarine in 1-lb. cartons, rolls or prints, f.o.b. Chicago	15 1/2
Nut margarine, 1 lb. cartons, f.o.b. Chicago	15 1/2
(30 and 60 lb. solid packed tube, 1c per lb. less)	15 1/2
Pastry oleomargarine, 60-lb. tubs, f.o.b. Chicago	15 1/2

DRY SALT MEATS.

Extra short clear	15 1/2

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Retail Section

Retail Bookkeeping

A Simple and Workable System For the Meat Shop

You must keep a close check on your business at all times, Mr. Retailer!

If you don't, unexpected leaks may develop which will soon eat up all your profits—and more.

You can do this very easily by getting up a profit and loss statement at regular intervals—say every four weeks. This will tell you the exact amount of sales, expenses and profit or loss for the period.

Don't make the mistake of thinking this is a hard thing to get up. It's really quite simple, as Roy C. Lindquist points out in the following article, one of a series written especially for **THE NATIONAL PROVISIONER**.

Read it and see how easily you can keep a closer check on your business.

This is the fourth article in this "Retail Bookkeeping" series by Mr. Lindquist. The first, in the issue of Jan. 22, 1927, told why the retailer should keep records.

The second, on Feb. 12, told how income and expense should be separated and classified.

The third, on Feb. 26, told how to determine the amount of sales and cost of goods sold for any given period.

How to Make a Profit and Loss Statement

By Roy C. Lindquist.

What is a profit and loss statement?

In plain words, it is nothing but a report of the business in which is shown as closely as possible the exact sales, expenses, profit or loss, for a certain period of time.

The various items of sales and expenses are arranged in the most logical order, so as to bring out a true picture of the store's operations for that period.

The profit and loss statement concerns only the income and expense of the business. It does not include such items as cash on hand, bank balances, fixture investment, loans, debts, etc.

Period to Be Covered.

The first question to be settled in making such a statement is the length of the period to be covered.

How long a period is the most suitable one for the meat market? Four weeks.

The writer has come to this conclusion after a year and a half spent in installing accounting systems in butcher shops.

A week is too short to get an accurate report.

The calendar month is not suitable, since the meat business is of a weekly nature. The last day of the month would usually fall between Monday and Friday, making it difficult to take inventory and necessary to make allowances for wages and other expenses due, but not paid.

Also the number of days will vary from 28 to 31; accurate comparison of one month's records with another's will be impossible. Some months will include four Saturdays, others five.

Make Them on Four-Week Basis.

By keeping the books on a four-weeks

basis with every period ending on the fourth Saturday, a more accurate profit and loss statement can be drawn up.

Taking stock becomes more simple, less time being necessary, since the stock will usually be well sold out after a Saturday's business. Each period will be of equal length, including four Saturdays. One period's records therefore can be accurately compared with another's. The important expenses of each week will have been paid.

How to Take Inventory.

In the first place, the cost or wholesale price should be used. If wholesale prices have dropped since the meats were bought, the present market price should be used. If the prices have risen, then the actual cost should be taken rather than the higher price.

These principles make for conservative valuation. Any loss is taken immediately, and no profit taken until realized.

Secondly, the inventory should include only meats and other merchandise actually bought and sold. Wrapping paper, twine, etc., should not be included, although a separate inventory can be taken of them where they are bought for long periods at a time.

However, such supplies as sausage casings, spices, etc., should be included in the merchandise inventory.

What Sheets Should Show.

Thirdly, the inventory should be entered on sheets kept for future reference. Inventory sheets can be bought from stationery stores at small cost. The retailer, however, can use his own sheets.

These should show the number of pounds or quantity of each item of stock, its price, and the extension giving the total value of each item.

Where the butcher has his merchandise insured, these stock sheets become very valuable in adjusting losses with the insurance company.

Why It Is Necessary.

Some retailers may think that inventory-taking is not necessary. They have told the writer at first that their stock is about the same at all times. After they have taken stock a few times, they see how the stock varies from period to period.

A difference in inventory of \$50 means 2, 3 or 4 per cent in ordinary markets when figuring the gross margin or net profit as a percentage of sales.

We have now outlined the various adjustments necessary to make an accurate profit and loss statement. We are then ready to fill out such a report.

How to Fill Out a Report.

The following statement will serve as an example:

Statement of Profit and Loss.

Four-week period ending.....

	Amount	Per Cent.
Sales		100%
Cost of merchandise sold		
Gross Margin		
Expenses:		
Wages, store clerks		
Wages, delivery help		
Wages, proprietor and family		
Rent		
Ice, refrigeration		
Wrappings		
Heat, light and power		
Other delivery expense		
Advertising		
Laundry		
Insurance, taxes		
Miscellaneous expenses		
Bad debts		
Depreciation		
TOTAL EXPENSES		
Trading Profit or Loss		
Other Income		
TOTAL		
Other Expense		
Net Profit or Loss		

How to arrive at the actual "Sales" and "Cost of Merchandise Sold" was explained in the preceding article. The difference between these two is the "Gross Margin," out of which must come the expenses and profit.

Figuring Invisible Expenses.

Instructions regarding the expenses were given in Article II of this series. The items needing special explanation are the following "invisible" expenses:

Wages earned by proprietor and family. This should not be the amount of cash withdrawn, but a reasonable allowance for wages actually earned. The proprietor should allow himself a wage which he would have to pay some one for managing his shop. Members of the family should be allowed a wage according to the grade of work done and actual time given to store.

Rent. Where the retailer owns the store building, he should enter on the report a reasonable allowance for rent. This should be the amount he could get for the store according to the rental values of his vicinity.

Rent for four weeks is computed as follows: Multiply monthly rent by 12 and divide result by 13. There are 13 four-week periods in a year. Rent where paid should also be reduced to four-week basis.

Bad Debts. This includes unpaid charge accounts, worthless checks, etc. The amount of accounts becoming uncollectable during the period can be entered, or a certain percentage of sales can be used as bad debt expense—this being based on previous years' experience.

Depreciation. This means the wear and tear, obsolescence (becoming out of date) of fixtures and equipment that make it necessary to replace such property in due time. It has nothing to do with repairs or maintenance.

Depreciation for four weeks is computed as follows: The original cost of the equipment is divided by the number of years of estimated life, and the result divided by 13.

For the profit and loss statement an estimate will serve the purpose. The retailer knows about how much his fixtures and equipment cost and their approximate life.

A life of ten years is usually given store fixtures. This means the depreciation each year amounts to 10 per cent of the cost. A larger or smaller rate can be used, if the proprietor thinks his fixtures depreciate differently.

Other Income. This includes interest received from bank accounts and investments, bad debts collected previously taken as loss, and other income not due to ordinary operations of store.

Other Expense. This includes interest paid, losses from fire and theft, etc.

The items on the report should be reduced to a percentage basis, with sales as 100 per cent.

If the dealer keeps a tonnage record, the figures can also be reduced to a per-pound or hundredweight basis. Another column can be added next to the percentage age column for the latter figures.

After filling out such a statement the butcher has an excellent story of his store's operations. A series of such reports make interesting history to the wide-awake merchant.

Instructions for computing percentage and per-pound figures will be given in the next article.

Did you know that we have Noah to thank for preserving the livestock industry?

March 26, 1927.

THE NATIONAL PROVISIONER

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Cooling the Meat Market When Mechanical Refrigeration Is A Help to Retailer

One of the completest, most attractive meat markets to be found in a day's drive is that operated by George Deindorfer at Drexel Park, Penn. This market serves a comparatively new suburban section, and the market is about as new as the section.

Along with the other features which have been adopted to make this market strictly up-to-date is electric refrigeration. The refrigerator and the display case are cooled entirely by this modern refrigerating method.

In the display counter two cooling coils are installed, each equivalent to 225 lbs. of melting ice. In the refrigerator back of the counter, in what corresponds to the ice bunker of an ordinary refrigerator, three cooling coils are placed, each of them having a cooling capacity equivalent to 250 lbs. of melting ice.

Advantages of Electric Refrigeration.

There are three outstanding advantages in electric refrigeration as used in this store. The first advantage is that low temperatures are maintained continuously by the automatic operation of the refrigerating equipment. An average temperature of 37 degrees above zero, Fahrenheit, is maintained in the display counter. Temperatures in the refrigerator range from 36 to 45 degrees.

The refrigerating mechanism operates at intervals and then is quiet for intervening periods. The equipment is so adjusted that moisture collected on the refrigerating coils during the operating period is freed from the coils and circulated during the intervening quiet period. This permits just enough moisture in the air to keep meats fresh and cut surfaces bright.

Meat trimming is reduced to a very small item—less than 25 per cent, it was

explained—of the meat trimming necessary with ordinary methods of refrigeration.

Stays Cool Over Week-Ends.

This constant low temperature, it was pointed out, is maintained over week-ends and holidays, and no worry about re-icing or the danger of a warm box and spoiled meats ever haunts the proprietor of the Drexel Park Meat Market.

Sweetbreads, usually hard to keep under ordinary conditions, can be kept safely for long periods when electrically refrigerated after the manner described. In one instance a pair of calf sweetbreads had been in the refrigerator for two weeks and at the end of that time were sufficiently fresh to meet the approval of the most discriminating buyer.

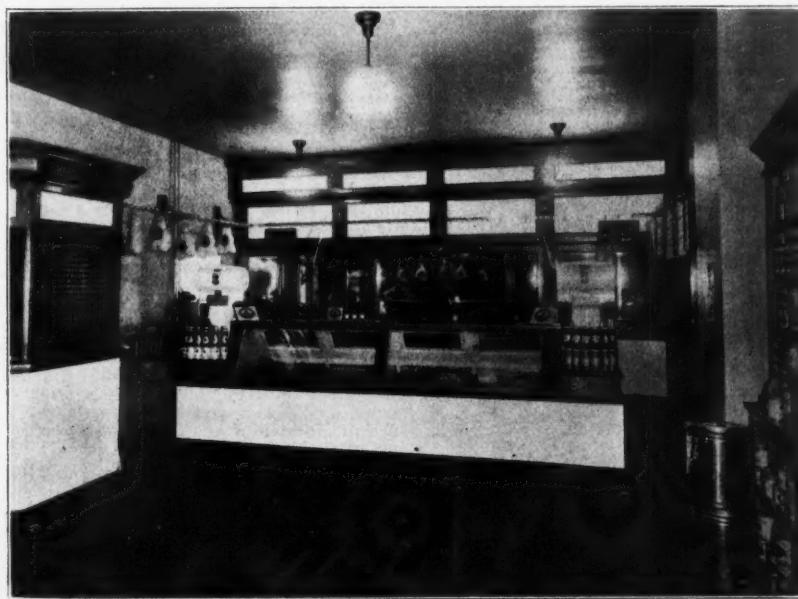
The third outstanding advantage of electric refrigeration in this store is the low operating cost. This consists entirely of the electricity used and the electric bill runs about \$9 per month. This was not for electric refrigeration alone, but also for the operation of the meat grinder, meat slicer, the cash register and electric lights for the store.

Money Saved By This Method.

When one compares this with the ice bills of \$36 per month, which the proprietor explained had been necessary to furnish refrigeration for the same equipment, one realizes how important the item of economy alone is in this matter of electric refrigeration.

Special effort was taken and natural pride was felt in the maintenance of an unvarying spic and span and sanitary appearance of this store.

It is an inviting place to enter, and the manager declared that the use of electric refrigeration and the elimination of frequent ice deliveries contributes a great deal to the ease of maintaining this desired cleanly appearance.



MECHANICAL REFRIGERATION SAVES MONEY FOR RETAILER.

This is the meat market of George Deindorfer, Drexel Park, Pa., which is completely equipped with electric refrigeration. The proprietor reports large savings in money and time and a considerable reduction in trimming waste resulting from this method of refrigeration over the old way of cooling with ice. The refrigerator and case are cooled by Frigidaire.

BOOSTING BETTER BEEF.

Profitable information for both meat producers and consumers is the aim of the Better Beef Special, to be operated through the States of Maryland and Virginia next month over the Baltimore and Ohio Railroad. A fifteen day program will be opened April 4 at Oakland, Md., and will close April 16 at Lexington, Va.

Different grades of beef will be shown on the hoof and as the finished product. There will be a daily program of instructive lectures and meat cutting demonstrations. "Quality in meat" will be discussed by A. T. Edinger of the U. S. Bureau of Animal Industry, Miss Inez S. Willson, home economics specialist of the National Live Stock and Meat Board, and representatives of the two co-operating universities will tell how to select and prepare meat.

A number of institutions have joined in conducting this educational project. These include the University of Maryland, Virginia Polytechnic Institute, the National Live Stock and Meat Board, the American Shorthorn Breeders' Association, the American Hereford Cattle Breeders' Association, the American Aberdeen-Angus Breeders' Association, and the U. S. Department of Agriculture.

RACINE RETAILERS BANQUET.

Various packers' representatives from Chicago, Milwaukee, St. Paul and Cudahy were present at the ninth annual banquet of the Racine Meat Dealers' association, held recently at Hotel Racine, Racine, Wis. The toastmaster, Al Stauss, one of the directors of the organization, presided at the banquet.

Chairman of the arrangements committee for the banquet, which was one of the most successful ever held by the organization, was Otto Blysted. He was assisted by Rose Demark, Wayne Addison, Max Hecht and Fred Hinsman.

Officers of the association include: President, Jacob G. Gaiser; vice-president, Max A. Hecht; secretary-treasurer, Vincent J. Svitavsky; directors, Fred Radewan, William Oleson, John Gaiser, Carl Radewan, Rose Demark, Wayne Addison, Joseph Leskover and Al Stauss; guard, Otto Blysted.

EQUIPPING MEAT MARKET.

A most complete catalog of supplies and equipment for the meat market has recently been prepared by the Bernard Glockler Co., Pittsburgh, Pa. It lists and illustrates practically every item needed by the retail meat dealer in the conduct of his business, from price tags to refrigerators and refrigerated display counters.

Several store layouts are also shown and illustrated, together with a number of helpful hints on designing and equipping a shop.

A novel feature of the catalog is the listing of complete shop equipments for various sizes and styles of shops. These are selected and sold complete, all ready for the dealer to set them up and open his shop for business.

IMITATION MEATS

For window and counter display



REPRODUCTIONS CO.

29 W. 17th St. New York, N. Y.

New York Section

Among Retail Meat Dealers

On Tuesday evening of last week the Eastern District Branch of the New York State Association of Retail Meat Dealers, Inc., held a most interesting meeting. The principal subject was the report of the ball committee, and this report showed the affair this year was a greater success, financially and socially, than last year. Another important matter was the election of officers, which resulted in practically the same officers being reelected for the ensuing year. They are: President, Charles A. Raedle; vice-president, John Schoner; treasurer, Theo. C. Meyer; financial secretary, Louis Schaefer; recording secretary, Edward Rath; executive secretary, Fred C. Riester; warden, Al Haas; trustees, Simon Levy, two years; Fred Rath, three years. A welfare committee was appointed to arbitrate disputes between members and to assist them in other ways.

Gottlieb Weiland, of the Eastern District Branch, Brooklyn, has retired from active business and has moved to Franklin Square, L. I.

An educational talk on refrigeration was given at the meeting of the Bronx Branch, New York State Association of Retail Meat Dealers, on Wednesday evening of last week. The recent masquerade party was another important topic discussed, and it was the consensus of those

present that it was the best affair ever conducted by the Branch. Plans are being laid now for a beefsteak party.

On Thursday afternoon of last week Mrs. E. Schmitka entertained a number of the members of the Ladies' Auxiliary, New York State Association of Retail Meat Dealers, Inc., at her home to celebrate the 25th anniversary of her wedding which occurs on March 30th. She was presented with a beautiful gift from the auxiliary, as well as with many other gifts.

NEW YORK NEWS NOTES.

W. G. Agar, of the Agar Packing & Provision Company, Chicago, was a visitor to New York recently.

G. C. Shephard, vice-president of the Cudahy Packing Company, Chicago, was in New York during the week.

A. E. Bump, of the construction department, Swift & Company, Boston, Mass., was a visitor to the city this week.

G. B. Pettit, small stock department, and Dr. F. W. Kirk, laboratory department, Wilson & Company, Chicago, spent a few days in New York.

Eleanor Hembdt, the youngest daughter of Mr. and Mrs. Charles Hembdt, celebrated her 16th birthday on March 18th with a quiet family dinner.

WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats were quoted by the U. S. Bureau of Agricultural Economics at Chicago and three Eastern markets on Thursday, March 24, 1927, as follows:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
STERS (Hvy. Wt., 700 lbs. up):				
Choice	\$18.00@19.50	\$17.50@18.50	\$17.00@19.00	
Good	16.50@18.00	16.50@17.50	16.50@17.00	17.00@17.50
STERS (Lt. & Med. Wt., 700 lbs. down):				
Choice	18.00@20.00	.....	17.50@19.50	19.00@20.00
Good	16.50@18.00	.....	15.50@17.50	17.00@18.00
STERS (All Weights):				
Medium	14.50@16.00	15.00@16.50	14.50@16.00	15.00@16.50
Common	13.00@14.50	.....	13.50@14.50	.....
COWS:				
Good	14.50@15.50	13.50@15.00	13.50@15.00	13.50@15.00
Medium	13.50@14.50	12.00@13.50	12.50@13.50	12.50@13.50
Common	12.00@13.50	11.00@12.00	11.00@12.50	11.00@12.50
Fresh Veal (1):				
Vealers:				
Choice	20.00@22.00	.....	21.00@24.00	22.00@23.00
Good	18.00@20.00	.....	19.00@21.00	19.00@21.00
Medium	15.00@17.00	16.00@18.00	17.00@19.00	16.00@18.00
Common	14.00@15.00	14.00@16.00	14.00@16.00	14.00@15.00
CALF CARCASSES (2):				
Choice	.....	16.00@18.00	16.00@17.00	15.00@17.00
Good	.....	14.00@16.00	14.00@15.00	14.00@15.00
Medium	.....	12.00@14.00	12.00@13.00	.....
Fresh Lamb and Mutton:				
SPRING LAMBS				
LAMB (30-42 lbs.):				
Choice	30.00@32.00	29.00@31.00	30.00@32.00	30.00@31.00
Good	28.00@30.00	28.00@30.00	28.00@30.00	28.00@29.00
LAMB (42-55 lbs.):				
Choice	.....	27.00@29.00	29.00@31.00	28.00@29.00
Good	.....	26.00@28.00	28.00@30.00	26.00@28.00
LAMB (All Weights):				
Medium	26.00@28.00	25.00@28.00	27.00@29.00	.....
Common	24.00@26.00	.....	24.00@26.00	.....
MUTTON (Ewes):				
Good	17.00@18.00	20.00@22.00	10.00@18.00	17.00@19.00
Medium	15.00@17.00	17.00@20.00	15.00@17.00	15.00@16.00
Common	13.00@15.00	14.00@17.00	13.00@15.00	.....
Fresh Pork Cuts:				
LOINS:				
8-10 lb. av.	23.50@25.00	22.00@24.00	22.00@25.00	24.00@25.00
10-12 lb. av.	22.00@23.00	21.00@23.00	20.00@23.00	21.00@23.00
12-15 lb. av.	19.00@21.00	18.50@20.00	19.00@22.00	19.00@21.00
15-18 lb. av.	18.00@18.50	17.00@18.00	18.00@20.00	18.00@19.00
18-22 lb. av.	17.00@18.00	17.00@18.00	17.00@19.00	17.00@18.00
SHOULDERS:				
N. Y. Style: Skinned	16.00@17.00	.....	16.00@18.00	16.00@18.00
PICNICS:				
4-6 lb. av.	.....	16.00@17.00	16.00@17.00	17.00@18.00
6-8 lb. av.	.....	15.00@16.00	15.50@16.50	16.00@17.00
BUTTS: Boston Style	10.50@21.00	.....	21.00@23.00	19.00@21.00
SPARE RIBS: Half Sheets	13.00@15.00	.....	.....	.....
THINNINGS:				
Regular	9.00@10.00	.....	.....	.....
Lean	17.00@19.50	.....	.....	.....

(1) Includes "skin on" at New York and Chicago.

(2) Includes sides at Boston and Philadelphia.

Fred Schenk, one of the famous seven Schenk Brothers, of the Columbus Packing Company, Columbus, Ohio, spent some time in New York recently.

The Reproductions Company, makers of imitation meats for window display purposes, are moving from 15 Walker street to 29 West 17th street, where they expect to be settled in their new quarters by March 28th. The building at the old address is to be torn down.

The first year of group insurance at the New York Butchers and Joseph Stern plants ended on March 1st. The report shows that during the year \$1,992 has been paid in sick benefits alone. The premium on this group insurance is paid partly by Armour and Company and partly by the employee.

The following is a report of the New York City Health Department of the number of pounds of meat, fish, poultry and game seized and destroyed in the City of New York during the week ending March 19, 1927: Meat—Brooklyn, 3 lbs.; Manhattan, 9,933 lbs.; Queens, 800 lbs.; Richmond, 15 lbs.; total, 10,751 lbs. Fish—Manhattan, 201 lbs.; Bronx, 33 lbs.; Queens, 1,000 lbs.; total, 1,234 lbs. Poultry and Game—Manhattan, 150 lbs.

HEMBDT'S SILVER CELEBRATION.

Surrounded by about fifty relatives and friends, Mr. and Mrs. Charles Hembdt of Washington Heights celebrated the silver anniversary of their wedding on last Sunday. The dinner and celebration was held in the Republican Club House on Bennett Avenue.

At the beginning of the dinner Frank P. Burck, chairman of the New York Meat Council, who acted as toastmaster for the evening, proposed the health of the couple, to which the guests responded enthusiastically.

During the course of the evening the couple renewed their vows when Mr. Hembdt placed upon his wife's hand a circlet of 25 heart shaped diamonds, which had been presented to her by their three daughters. Other gifts included a diamond dinner ring, a diamond scarf pin and silver of every description. There were toasts by both Mr. and Mrs. Hembdt, the mother of each, Fred Hirsch, Mrs. F. P. Burck, Mrs. A. DiMatteo and Mildred Hembdt.

Among those in the meat trade present were Mr. and Mrs. George Anselm, Mr. and Mrs. Frank P. Burck, Arthur Burck, Mr. and Mrs. A. DiMatteo, Mr. and Mrs. Fred Hirsch, Mr. and Mrs. Gustav Lowenthal, Mr. and Mrs. R. Schumacher, Mr. and Mrs. George Gottschalk and Miss M. B. Phillips.

Mr. Hembdt is president of the Washington Heights Branch, while Mrs. Hembdt is the newly-elected president of the Ladies' Auxiliary, New York State Association of Retail Meat Dealers, Inc., having served as corresponding secretary since the formation of the Branch.

UNFAIR ADVERTISING HIT.

The New York and Hudson County Meat Councils have made a joint protest to the New York Times, Sun, World and Daily News against statements made in the advertising of the Mushroom Growers' Association. Most of the papers have paid heed to the protest and taken the matter up with the advertisers, to the end that in most cases the objectionable clauses have been changed.

March 26, 1927.

THE NATIONAL PROVISIONER

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NEWS OF THE RETAILERS.

Fred Thompson has sold a half interest in his meat market, North Platte, Neb., to P. Tames.

Hillebrandt & Gzinski have purchased the meat market of Welsh Bros., St. Paul, Nebr.

Cecil Hunter has engaged in the meat business at Nickerson, Nebr.

Glenn Graybeal has purchased the Merna Meat Market from Ed Zachry, Merna, Nebr.

L. E. Frederick has purchased the butcher shop of Geo. Fisher, Cook, Nebr.

Jake Thomason has purchased the City Meat Market from H. C. Kepler, Anselmo, Nebr.

S. Duggelby has engaged in the meat business at Spencer, Ia.

The Wealthy Heights Market has been incorporated at 571 Wealthy street, Grand Rapids, Mich., with a capital of \$3,000.

The Home Grocery, Huron, S. D., has added a fresh meat department.

The Swint Market, Inc., Portland, Ore., has been chartered by George, Adam and William Swint.

Harry Lieske has purchased the Hollywood Market & Grocery from Ray Runyon, Auburn, Wash.

Roy Dahlgren has purchased a part interest in the Pure Food Market, 16 W. Main street, Auburn, Wash., from Carl Steinseifer.

A. L. Hathaway, Philomath, Ore., has sold his interest in the Sanitary Market to Willard Green.

E. G. Ditlevsen, Vancouver, Wash., has sold the Sanitary Meat Market to L. Curtin, Fred Sinn and B. W. Bronson.

J. Atherton has purchased a half interest in the Scoville Grocery & Market, 1300 S. Thirty-sixth street, Kansas City, Kas.

C. A. McIntire has engaged in the meat

business at 118 E. Randolph street, Enid, Okla.

The New Modern Precita Market has been opened at 33 Precita street, San Francisco, Cal.

Louis Cripes has purchased the meat business of George King, Emmett, Ida.

Joe Flurry will open a meat market and grocery store at Avard, Okla.

F. C. ROGERS

BROKER

Provisions

Philadelphia Office:
Ninth & Noble Streets

New York Office:
New York Produce Exchange

ARTHUR DYER

BROKER

318-320 Produce Exchange
New York, N. Y.

Specialties: All packing house products; all canned goods.
Codes: Armsby's Cross.
Territory Covered: New York City and adjacent.
References: Anyone and everyone who knows me; Bank of America.
Established twenty-one years and, like Johnnie Walker, still going strong. On the base for more business of the straight, clean-hitting style. No curves or spit balls or anything of that sort.

Charles A. Streets, Broker
Buying and Selling

Provisions, Fresh Meats, Tallow,
Greases, Fertilizer Materials
Engineers' Bldg. CLEVELAND, O.

Fred B. Carter

BROKER

Packing House Products
24 So. Delaware Ave.
Philadelphia, Penna.



Established 1888

Cross,
Roy,
Eberhart
& Harris

Postal Telegraph Building

CHICAGO, ILL.

Commission Merchants
Provisions - Grain - Cotton
Specialists in all Departments

MEMBERS:

Chicago Board of Trade
Minneapolis Chamber of Commerce
Winnipeg Grain Exchange
New York Produce Exchange
Duluth Board of Trade

OWNERS AND OPERATORS OF

White City Provision Co.

A modern curing and storage warehouse

John H. Burns

BROKER

Packing House Products
Export Domestic

407 Produce Exchange
NEW YORK CITY

Member New York Produce Exchange
Cable Address: "Jonburns"
Codes: Cross, Kelly, Utility (Livestock Ed.), Lisber's (5th Ed.)

For Sausage Makers

BELL'S

Patent Parchment Lined

SAUSAGE
BAGS

and

SAUSAGE
SEASONINGS

For Samples and Prices, write

THE WM. G. BELL CO.
BOSTON MASS.

In Spices, too, the Best is the Cheapest

J. K. LAUDE SLAGER, Inc.

612-14-16 W. York St.

Philadelphia, Pa.

Importers SPICES Grinders

Butchers Mills Brand

42 years reputation among packers for quality

Classified Advertisements will be found on pages 70 and 71

NEW YORK MARKET PRICES

LIVE CATTLE.

Steers, bulk	\$0.25@11.25
Cows, cutters	2.90@ 4.80
Bulls	6.75@ 7.25

LIVE CALVES.

Calves, bulk	\$12.00@15.50
Calves, culs, per 100 lbs.	6.00@10.50

LIVE SHEEP AND LAMBS.

Lambs, top	\$15.75@16.00
Lambs, bulk	14.50@15.75

LIVE HOGS.

Hogs, heavy	\$12.35@12.50
Hogs, medium	12.75@13.00
Hogs, 180 lbs.	12.75@13.00
Hogs, 140 lbs.	12.00@13.15
Pigs, under 80 lbs.	12.75@12.85
Good pigs	@13.00
Roughs	10.25@10.50
Good Roughs	@10.75

DRESSED HOGS.

Hogs, heavy	18 1/4@19 1/4
Hogs, 180 lbs.	@20%
Hogs, 160 lbs.	@20%
Pigs, 80 lbs.	@21
Pigs, under 140 lbs.	@20%

DRESSED BEEF.

CITY DRESSED.

Choice, native heavy	18 @20
Choice, native light	19 @21
Native, common to fair	16 @17 1/2

WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.	17 @18
Native choice yearlings, 400@600 lbs.	18 @20
Western steers, 600@800 lbs.	15 @16
Texas steers, 400@600 lbs.	14 @15
Good to choice heifers	17 @18
Good to choice cows	12 @13
Common to fair cows	10 @11
Fresh bologna bulls	11 @12

BEEF CUTS.

	Western.	City.
No. 1 ribs	22 @23	26 @28
No. 2 ribs	18 @20	23 @25
No. 3 ribs	@16	18 @22
No. 1 loins	29 @30	35 @35
No. 2 loins	25 @27	27 @30
No. 3 loins	22 @24	23 @25
No. 1 hinds and ribs	19 @21	22 @27
No. 2 hinds and ribs	17 @18	20 @23
No. 3 hinds and ribs	14 @15	17 @19
No. 1 rounds	@16	16 @17
No. 2 rounds	@15	14 1/2 @15
No. 3 rounds	@14	14 @15
No. 1 chuck	14 @15	15 @16
No. 2 chuck	12 @13	13 @14
No. 3 chuck	@11	11 1/2 @12
Bolognas	@6	12 1/2 @13 1/2
Rolls, reg. 4@6 lbs. avg.	22 @23	
Rolls, reg. 4@6 lbs. avg.	17 @18	
Tenderloins, 4@6 lbs. avg.	60 @70	
Tenderloins, 5@6 lbs. avg.	80 @90	
Shoulder clods	10 @11	

DRESSED CALVES.

Prime	24 @26
Choice	20 @23
Good	19 @20
Medium	17 @19

DRESSED SHEEP AND LAMBS.

Lamb, choice, spring	38 @38
Good lambs	28 @30
Lambs, poor grade	24 @25
Sheep, choice	16 @18
Sheep, medium to good	15 @16
Sheep, culs	8 @10

SMOKED MEATS.

Hams, 8@10 lbs. avg.	26 @27
Hams, 10@12 lbs. avg.	25 @25 1/2
Hams, 12@14 lbs. avg.	24 1/2 @25 1/2
Picnics, 4@6 lbs avg.	17 1/2 @18 1/2
Picnics, 6@8 lbs avg.	17 @17 1/2
Rillettes, 6@8 lbs avg.	18 1/2 @19
Beef tongue, light	25 @27
Beef tongue, heavy	28 @30
Bacon, boneless, Western	28 @29
Bacon, boneless, city	24 @25
Pickled bellies, 8@10 lbs. avg.	31 @21 1/2

FRESH PORK CUTS.

Pork loins, fresh, Western, 10@12 lbs. avg.	23 @24
Pork tenderloins, fresh	50 @52
Pork tenderloins, frozen	35 @40
Shoulders, city, 10@12 lbs. avg.	19 @20
Shoulders, Western, 10@12 lbs. avg.	17 @18
Butts, boneless, Western	25 @26
Butts, regular, Western	21 @22
Hams, Western, fresh, 10@12 lbs. avg.	26 @27
Hams, city, fresh, 6@10 lbs. avg.	28 @29
Picnic hams, Western, fresh, 6@8 lbs. avg.	16 @17
Pork trimmings, extra lean	20 @21
Pork trimmings, regular 50% lean	12 @13
Spare ribs, fresh	15 @16
Leaf lard, raw	14 @15

BONES, HOOFs AND HORNS.

Round shin bones, avg. 48 to 50 lbs per 100 lbs.	95.00@100.00
Flat shin bones, avg. 40 to 45 lbs., per 100 lbs.	75.00
Black hoofs, per ton	45.00@ 50.00
Striped hoofs, per ton	45.00@ 50.00
White hoofs, per ton	85.00
Thigh bones, avg. 85 to 90 lbs., per 100 pieces	100.00
Horns, avg. 7 1/2 oz. and over, No. 1s	300.00@325.00
Horns, avg. 7 1/2 oz. and over, No. 2s	250.00@275.00
Horns, avg. 7 1/2 oz. and over, No. 3s	200.00@225.00

FANCY MEATS.

Fresh steer tongues, untrimmed	@28c a pound
Fresh steer tongues, l. c. trim'd	88c a pound
Sweetbreads, beef	65c a pound
Sweetbreads, veal	1.00 a pair
Beef kidneys	15c a pound
Mutton kidneys	8c each
Livers, beef	25c a pound
Oxtails	18c a pound
Beef hanging tenders	24c a pound
Lamb fries	10c a pair

BUTCHERS' FAT.

Shop fat	2 1/4
Breast fat	4
Edible suet	5
Cond. suet	4 1/4
Bones	20

SPICES.

	Whole.	Ground.
Pepper, white	43	46
Pepper, black	26	29
Pepper, Cayenne	25	31
Pepper, red	..	..
Allspice	10	22
Cinnamon	17	20
Coriander	10 1/2	13 1/2
Cloves	22	27
Ginger	..	15
Mace	1.15	1.25
Nutmeg	..	45

GREEN CALFSKINS.

	5-6 9 1/2-12 1/2	13 1/4-14	14-18	18 up
Prime No. 1 Veals	20 2.25	2.55	2.75	3.50
Prime No. 2 Veals	18 2.05	2.30	2.50	3.25
Buttermilk No. 1	17 1.00	2.20	2.40	..
Buttermilk No. 2	15 1.05	1.95	2.15	..
Branded Grubby	12 1.30	1.55	1.75	2.05
Number 3	..	At Value	..	..

CURING MATERIALS.

	Dbl.	Bags
In lots of less than 25 bbls.	per lb.	per bag
Double refined saltpetre, granulated	6 1/4c	6 1/4c
Double refined saltpetre, small crystal	7 3/4c	7 3/4c
Double refined large crystal saltpetre	8 1/4c	8 1/4c
Double refined nitrate soda, granulated	4 1/4c	4c

In 25 barrel lots:

Double refined saltpetre, granulated	6 1/4c	6c
Double refined saltpetre, small crystal	7 3/4c	7 3/4c
Double refined saltpetre, large crystal	8 1/4c	8c
Double refined nitrate soda, granulated	4c	3 1/4c
Double refined nitrate soda, granulated	6c	5 1/4c

Double refined nitrate soda, granulated

Chickens—fresh—dry packed—12 to box—fair to good:

Western, 60 to 65 lbs. to dozen, lb.

Western, 48 to 54 lbs. to dozen, lb.

Western, 43 to 47 lbs. to dozen, lb.

Western, 38 to 42 lbs. to dozen, lb.

Western, 31 to 35 lbs. to dozen, lb.

Western, 60 to 65 lbs. to dozen, lb.

Western, 48 to 54 lbs. to dozen, lb.

Western, 36 to 42 lbs. to dozen, lb.

Western, 31 to 35 lbs. to dozen, lb.

Western, 60 to 65 lbs. to dozen, lb.

Western, 48 to 54 lbs. to dozen, lb.

Western, 36 to 42 lbs. to dozen, lb.

Western, 31 to 35 lbs. to dozen, lb.

Western, 60 to 65 lbs. to dozen, lb.

Western, 48 to 54 lbs. to dozen, lb.

Western, 36 to 42 lbs. to dozen, lb.

Western, 31 to 35 lbs. to dozen, lb.

Western, 60 to 65 lbs. to dozen, lb.

Western, 48 to 54 lbs. to dozen, lb.

Western, 36 to 42 lbs. to dozen, lb.

Western, 31 to 35 lbs. to dozen, lb.

Western, 60 to 65 lbs. to dozen, lb.

Western, 48 to 54 lbs. to dozen, lb.

Western, 36 to 42 lbs. to dozen, lb.

Western, 31 to 35 lbs. to dozen, lb.

Western, 60 to 65 lbs. to dozen, lb.

Western, 48 to 54 lbs. to dozen, lb.

Western, 36 to 42 lbs. to dozen, lb.

Western, 31 to 35 lbs. to dozen, lb.

Western, 60 to 65 lbs. to dozen, lb.

Western, 48 to 54 lbs. to dozen, lb.

Western, 36 to 42 lbs. to dozen, lb.

Western, 31 to 35 lbs. to dozen, lb.

Western, 60 to 65 lbs. to dozen, lb.

Western, 48 to 54 lbs. to dozen, lb.

Western, 36 to 42 lbs. to dozen, lb.

Western, 31 to 35 lbs. to dozen, lb.

Western, 60 to 65 lbs. to dozen, lb.

Western, 48 to 54 lbs. to dozen, lb.

1927.

②32

②30

②28

to box:

②32

②32

②30

②29

②26

②75

②0@4.50

②26

②11

②30

②55

②60

②46

②45%

②45

②44%

②29

②28

②26%

②23%

② 2.50

② 2.50

② 4.35

inal

② 10c

inal

② 2.65

5& 10c

5& 10c

②31.00

②38.00

② 9.00

②11.70

② 8.70

②33.50

②43.00

② 1.05

② 1.15

②65.00

②70.00

S.

ter at

ladel-

1927:

17

48

47%

49

48%

cen-

48%

ann 1—

1926.

597,270

894,321

208,162

204,208

348,556

ame

ek day

t year.

360,264

352,627

502,068

377,568

392,824